# The American Artisan
## And Hardware Record

Vol. 52. No. 23. CHICAGO, DECEMBER 8, 1906. $2.00 Per Year.



**COLUMBUS BOLT WORKS,**
COLUMBUS, OHIO.
**Bolts, Rivets, Nuts, Washers, Carriage Forgings, Etc.**
CATALOG AND PRICES ON APPLICATION.

**THE WIZARD**
ADJUSTIBLE FLEXIBLE HANGER

NO Special Track Required.

Lateral and Vertical Adjustment

Swing Out and Stay On Features

and door may be placed as close to building as desired.

Each pair packed in individual box, complete with bolts and nuts.

See your jobber or write us.
SAFETY DOOR HANGER CO.,
Ashland, Ohio Hamilton, Ont.

GARLAND NUT & RIVET Co. PITTSBURGH

**SMALL RIVETS**
FOR ALL PURPOSES

SELECTED MATERIAL
UNIFORMITY
GOOD APPEARANCE
SQUARE CUT-OFF
QUICK SHIPMENTS

SMALL BOLTS AND PUMP CHAIN

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

**WHY**
NOT "CLEAVE TO THAT WHICH IS GOOD"
Why Experiment, "Going Further and Faring Worse?"
**AMERICAN SEAL**
Elastic Oil Roofing Cement and Roof (Metallic) Paint
ARE
**Standards of Merit**
THE WM. CONNORS —PAINT MFG. CO.—
TROY, N. Y.

We make a specialty of popular priced Enameled Ware, also Stamped and Japanned Tin Ware.

**STAR ★ ENAMELING & STAMPING CO.**
PITTSBURG, PA.


TRYING to do business without advertising is like winking at a girl in the dark; you know what you are doing but nobody else does.


**"TRIUMPH" CHAIN**
HAS TWICE THE STRENGTH OF WELDED.
SEND FOR FREE SAMPLES, TABLE OF TESTS AND ASK QUESTIONS.

**THE BRIDGEPORT CHAIN CO., Bridgeport, Conn.**
OVER TEN MILES OF CHAIN PER DAY. WE LEAD.

# This is a Message for You.

We have a customer located in a town where a local Furnace ? Maker is advertising that he will set a 22" Fire Pot Furnace ? complete with 3 runs of pipe for $65.

Our customer is meeting and beating this competition (and he is making money doing it) advertising as follows:

(Their advertisement)

"Any Old Furnace will heat a house—But a good one will do it with less coal.

**Nail & Hammer**

Will sell you a 22" Fire Pot Etna Junior Furnace set complete with 3 runs of pipe including registers for

**$75.00**

This is a Real Furnace—Full Return Flue—not a land roller with a pipe collar on it.

That is why it will save coal. This Furnace is made of High Grade Pig Iron—not old grates and sash weights. That is why it will not crack or warp for many years. This Furnace is put up by experienced men who have learned the business, (not handy men who are simply doing the best they can). That is why it stays gas and smoke tight.

If you think a lot of Extra Quality is worth a little Extra Money call at—

**THE OPERA HOUSE HARDWARE STORE**

We can put you in a position to make this same offer.

# Stove and Range Co. of Pittsburgh

## *Your Next Year's Business.*

A man should not make the same mistakes twice—he should profit by his past experience.

If you've found there's mighty little glory, no money and a lot of hard work selling ordinary hot air furnaces at competition prices—*we want to write you a letter.*

We want to tell you why the KELSEY Warm Air Generator is far ahead of any furnace—in the results given the user—and in the benefits that come to you through each sale.

Get out of the rut and next year sell the KELSEY!

You'll be able to secure *more* heating jobs—you can go after a better and bigger class of work—there will be more money in every job for you—and you'll find at the end of the year, you've made a good profit and at the same time laid a foundation for a profitable heating business, that will show a decided increase every year.

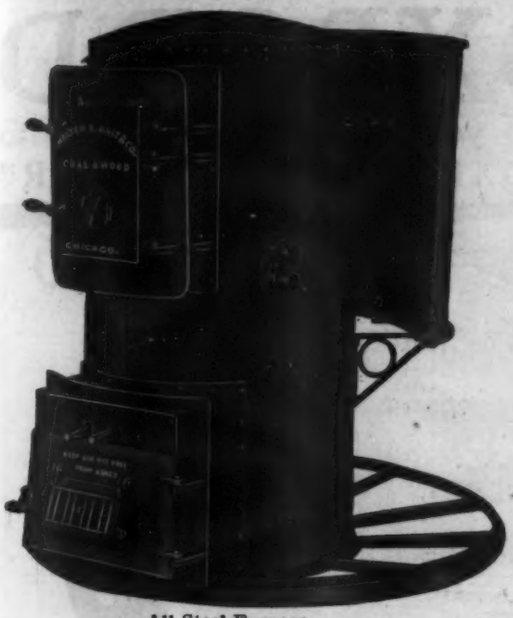
*Shall we send you our Exclusive Agency Proposition for 1907?*

## KELSEY HEATING CO., SYRACUSE, N. Y.

**New York City:**
156 Fifth Avenue

**Western Sales Agents:**
COOK & VAN EVERA CO.
38 E. Lake St., Chicago

JAMES SMART MFG. CO., Brockville, Ont., Sole Makers for Canada.



All Steel Furnace

# NEW BLOOD!
# NEW IDEAS!
# NEW FIRM!
# NEW FURNACES!

A new and complete line of warm air furnaces—made in every style—for every fuel—and adapted for every climate—all cast iron—all steel—cast iron with steel radiator—all with one name—one style—one quality—THE BEST.

With a life long experience in furnace work, this complete new line embodies many practical improvements, and the entire line will carry the name of

# WALTER S. RAIT & CO.

which will be a synonym for all that is best in warm air furnaces.

Cast Iron with Heavy Steel Plate Return Flue Radiator
Also made with large feed door, 14x15 inches.

All Cast Iron, with Radiator cast in one piece.
Also made with large feed door, 14x15 inches

Write for our illustrated descriptive matter—learn our prices and you will WANT the AGENCY.

# WALTER S. RAIT & CO.

**Inventors, Designers and Manufacturers**

**211-213 Lake Street Chicago, Illinois**

# MAGEE OXFORD

**Backed by a name standing for over 50 years of success and built to sell at a low price—the MAGEE OXFORD IS A "SELLER"**

1906 1906

LOTT-BURTON CO.
86 Lake St.
CHICAGO

WRITE FOR PRICES

MANGRUM & OTTER
San Francisco

## MAGEE FURNACE COMPANY, BOSTON

38 UNION STREET

---

The Only Successful Magazine Slack Burner.

## A LONG FELT WANT SUPPLIED

# By Our PEORIA GAS BURNER

(Patented Dec. 5th, 1905)

**With Magazine Automatic Feed for Soft Coal Slack, Hard Coal Lignite or Coke.**

The **only stove ever made** that will with entire satisfaction burn soft coal, or slack with magazine, and will feed **soft coal** or **slack automatically** as readily as hard coal. Positively will not coke or burn up in magazine. Has down draft gas and **smoke** consumer that does the work perfectly and keeps the coal in magazine cool. Burns hard coal better than the ordinary hard coal stove, as it burns all the gases and makes a beautiful blue flame.

By reason of our **large solid deflecting ring** we produce a powerful base **heat** equal to if not surpassing any hard coal base burner.

The cast base perfectly fitted and **positively air tight.**

## A Wonderful Fire Keeper.

Insures even temperature, very economical in consumption of fuel, CUTS YOUR FUEL BILL IN HALF.

The sectional cut shows **double magazine** with air space between the outer and inner magazine. Air taken into this space through opening in the top, (see arrows), and not only makes **a perfect down draft hot blast** burning the gas and smoke but at same time keeps coal in magazine cool.

**Do not delay. Write at once for prices and territory.**

# Culter & Proctor Stove Co.

**Makers of High Grade Stoves and Ranges**

**PEORIA, ILL.**

# Foster's Prize Steel Range

## THE LEADER OF THE SEASON

It embodies all late improvements looking to quality and efficiency, yet can be sold at comparatively low prices. It will pay the dealer to order a sample and consider agency.

**WRITE FOR CATALOG**

**The FOSTER STOVE CO.**
**IRONTON. OHIO**

# VAN'S RANGE

**Patent Improved Wrought Steel Portable**

For Hotels, Restaurants. Public Institutions, Boarding Houses, and Private Families. All kinds of Hotel Implements for culinary purposes. Manufactured and for sale by

## The John Van Range Company

**Southwest Corner**
**5th and Broadway**

**CINCINNATI, - - - - - OHIO**

# Monarch Air Blast

All the advantages of our famous MONARCH plus the air blast. This is a sectional upper fire pot constructed so that oxygen is fed into and above the fuel burning the gases, assuring economy, cleanliness. It is the most practical soft coal furnace offered the trade.

## Forest City Foundry & Mfg. Co.

**CLEVELAND, OHIO**

**Mfrs. The Imperial, Niagara and Combination Furnaces, Registers, Mail Boxes, Hitching and Sash Weights, Etc. Write for our new Catalog.**

**Shaded Sectional Cut of the**

# "Low Down" Crown Warm Air Furnace

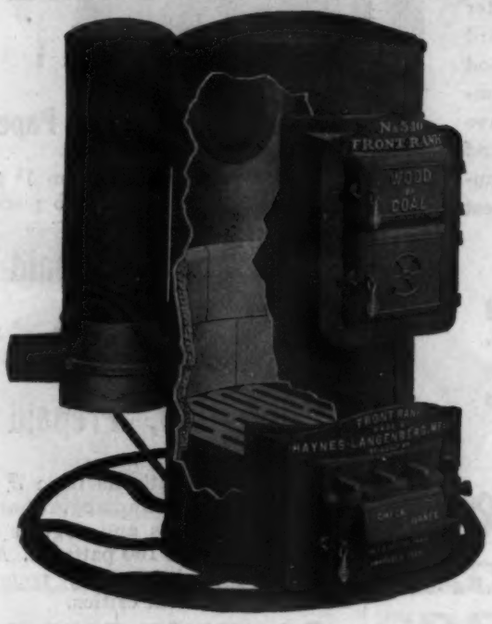
**Designed to show the direction taken by the gases and warm air. Also the thickness and staunchness of its parts.**

## March-Brownback Stove Co.

**POTTSTOWN, PA.**

# THIS IS THE PEER FOR THE 20TH YEAR

**Burns Hard or Soft Coal and Wood or Coke**




Every furnace dealer in every state needs it. Any hot-water combination can be used.

## "Front Rank" Steel Furnaces

Get our 1906 Catalogue and read some facts worth reading.

**Haynes-Langenberg Mfg. Co.**
**ST. LOUIS, MO.**

# BOYNTON

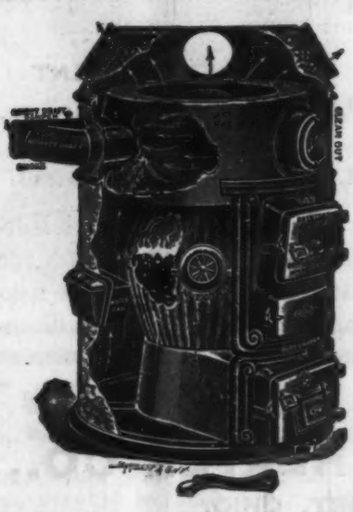
**Oldest firm in the business with goods up-to-date—Best on the market**

## FURNACES

**All Kinds**

**Made of Cast or Wrought Iron or both.**

**Portable or Brick Set**



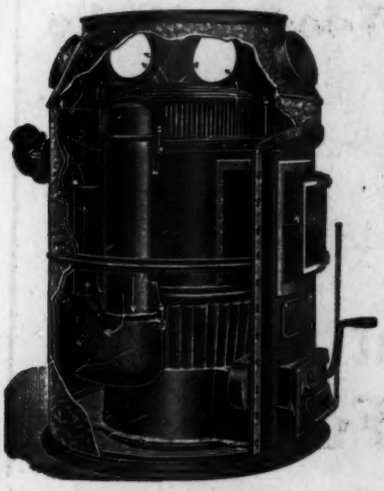
**Best** Known Made Assortment Terms Seller

Send for Catalogue on Heaters and Furnaces.

**The Boynton Furnace Company**

**147-149 Lake St., CHICAGO 207-209 Water St., NEW YORK**

# Floral City Furnaces



were designed to meet the demand for a heater that would burn hard coal, soft coal and wood equally well. Some important changes have recently been made and it will be to your advantage to secure our latest catalog.

**Tireless care, skilled workmanship and perfect castings unite in making these furnaces reliable.**

## Monroe Foundry & Furnace Co.

**MONROE, - MICHIGAN.**

**THIRTEEN YEARS' EXPERIENCE IN MAKING AND INSTALLING**

## STEEL FURNACES

Puts us in position to offer the very best furnace that skill and money can produce.

**NOT AN EXPERIMENT**

but a successful Furnace, made of

**Locomotive Fire Box Steel.**

We are selling a Steel Furnace with a 30" fire pot for the same price that others are asking for a Furnace 22" in diameter.

**SEND FOR NEW ILLUSTRATED CATALOGUE**

## THE STANTON HEATER CO.,

**MARTINS FERRY, OHIO.**

# GRAY'S Perfect Elbow Patterns

**On Heavy Blue Print Paper**

Set A Elbow Patterns from 1" to 20". Made in 2, 3, 4 and 5 piece. 80 patterns.

**Price $1.50, Prepaid**

Set B Elbow Patterns from 20" to 40". Made in 5, 6, 7 and 8 piece. 80 patterns.

**Price $1.50, Prepaid**

Sets A and B Patterns from 1" to 40". 160 patterns and angle charts showing all angles and degrees of same gotten from 160 patterns. An exhaustive work strongly recommended by eminent critics.

**Price $3.00, Prepaid**

# GRAY'S Perfect Skylight Patterns

**For Single Pitch Skylights**
**For Gable Skylights**
**For Hip Skylights**

Contains 6 to 8 and 10 inch ventilator patterns and skylight chart giving the length to cut hip and rafter bars for any size skylight up to 24 feet wide, for one-third pitch skylights. Full set of patterns and charts.

**Price $3.50, Prepaid**

## DANIEL STERN

**69 Dearborn Street**
**CHICAGO**

# The American Furnace

Combines DURABILITY, EFFICIENCY and ECONOMY—while as regards LARGE SALES there is no better furnace on the market

THE AMERICAN FURNACE supplies, correspondingly, considerably more heat with a given amount of fuel than any other furnace.

**Write for Particulars**

**American Furnace Co.,**
**ST. LOUIS, MO.**

**THE CHAMPION**
**Hot Water Combination Heaters**

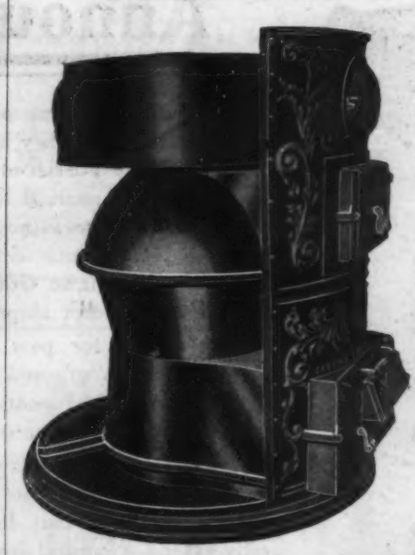
**They fit any furnace**

These heaters are made in five sizes diameter; 50 to 700 squre feet radiation capacity.
The Champion will heat that annex to the building. It costs less than coils and does more work. Base section can be used alone in small heaters. It fits close into the dome and has open front at fire door.

Manufactured only by
**FRANK D. STOLZ**
**156 Webster Avenue Chicago**

# GREEN'S LOW DOWN

## ALL CAST FURNACE



has continued to grow in popularity for eleven years. It has proven to be more popular this year than ever before. Now just stop and think about that a moment. There must be some reason for it because so many other furnaces have had a very different experience. Besides the

**LOW DOWN**

we make five other styles, so you are pretty certain to find what you want. Our prices are very reasonable, and think of the time and freight we can save you. We shall be glad to receive your request for our catalogue and prices.

**GREEN FOUNDRY AND FURNACE WORKS**
**DES MOINES :: IOWA**

# BOOKS BY MAIL

THE Publisher of the American Artisan will take pleasure in supplying books of whatever character, at catalogue prices, prepaid by mail, to any address, on receipt of price. The following are lines specially represented:

SHEET METAL WORKING. THE FOUNDRY. THE WORKSHOP. HEATING AND VENTILATING. PLUMBING AND DRAINAGE. BICYCLE REPAIRING. THE STORE AND OFFICE.

**DANIEL STERN,** PUBLISHER and BOOKSELLER 69 DEARBORN ST., CHICAGO

# BOOMER FURNACES

## Quickly Establish a Local Reputation

It is always a little hard to introduce an old Furnace in New Territory.

But the first BOOMER Furnace you sell will pave the way for an unlimited profitable furnace business.

It is likewise better to take an old, time-tried furnace like the BOOMER, and sell it in new territory, than to continue selling, or endeavoring to sell, a Furnace that does not "stand up" the way you would like to have it.

The BOOMER Furnace is one of those always-reliable, sure-to-give-satisfaction commodities that is a genuine pleasure to sell.

The BOOMER Agency, remember, has attractive inducements.

We'll gladly send you our Furnace catalogue upon request.

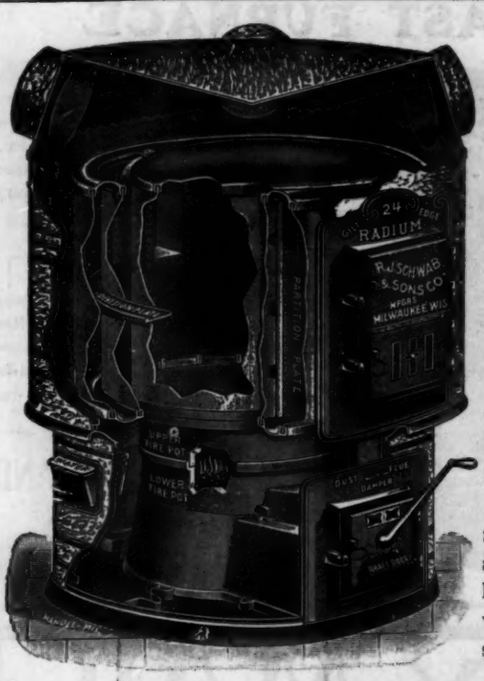
**The HESS-SNYDER COMPANY**

**Manufacturers MASSILLON, OHIO**

# OUR LITTLE GIANT for Combination Heating

is known to furnace men and plumbers in every State, and is more widely used than any other combination heater made. Along with our Circular Giant and Maltese Heater, it has won its way to the top. Don't try something new, but send for our Catalog.

**CHARLES SMITH COMPANY, 101 Lake St., CHICAGO**




# Announcement

We desire to thank our many friends in the trade for the kind forbearance they have shown in waiting for supplies of our **Gilt Edge Furnaces** during the recent disturbance of industrial conditions in Milwaukee. We are glad to announce that the disturbance is now at an end and we are running full in all departments with competent and skilled labor, in the manufacture oft he **Gilt Edge Furnaces,** and will now be able to make prompt shipments in future.

The reason for past delay in shipments was that we were unwilling to proceed with the manufacture of our **Gilt Edge Furnaces** with unsatisfactory help. We now have the skilled labor that we require to secure the best results.

As our friends are aware, all **Gilt Edge Furnaces** are made on our own premises, *under our own supervision*, with all the advantages that long experience can give, and we hereby extend a cordial invitation to members of the trade, when in Milwaukee, to call at our works and see for themselves the processes of manufacturing.

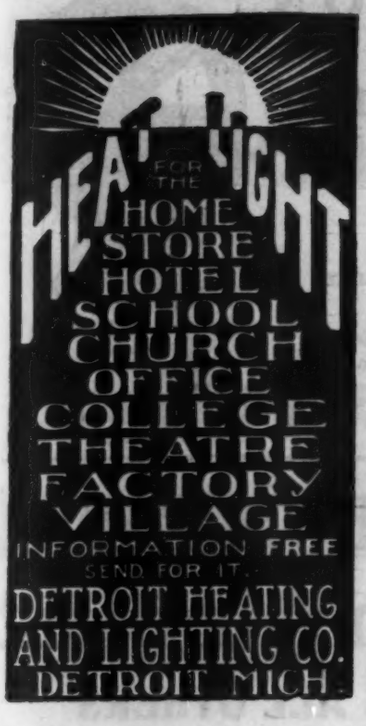
**R. J. Schwab & Sons Co.,** :::THE FURNACE MEN::: MILWAUKEE, WISCONSIN

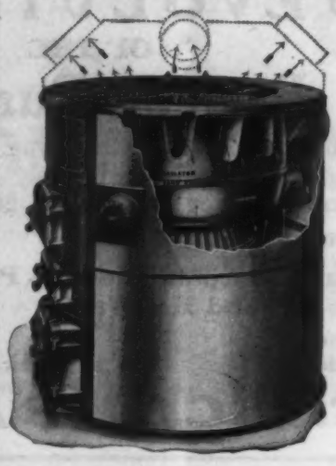
**PETERS & HARVEY**

**MANTENO, ILL.**

Write:

"You may discontinue our help wanted advertisement. We have received several replies and have engaged one of the applicants."



## The Best Test Is The Weather Test

**If you handle the**

# HUB Gas-Tight Furnace

you will nave no trouble pleasing your customers in zero weather. If you have a distant room, or one difficult to heat, you can pipe one or more of the special heat flues direct to it. Send for our new circular telling all about this wonderful heater.

**Smith & Anthony Co., Makers**

**BOSTON. MASS.**

## Here's a Snap for Wide-Awake Range Dealers

I am going to sell 1,000 400-lb. six-hole steel ranges, finished in Japan, for not over

**$15.00 Each**

I'll sell the ranges, too, so you'd better get in line and order now. **These ranges formerly retailed at $60.00 each.** Send me a carload order and get my best cash discount or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money? **Do you know** there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them?

**Willard Steel Ranges** Are advertised in many leading publications, and the people know them and want them. Get my prices—it means profit—DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money; one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. **Tell me how many ranges you can sell annually** and I will make you a very interesting proposition. **AGENTS WANTED.**

**WM. G. WILLARD, Room No. 28, Willard Bldg., ST. LOUIS, MO.**

# The Happy Medium

There's no money in the bargain hunter—the fellow who looks only at price, who has the "mail order disease."

The high priced trade is limited and hard to get. Few will pay fancy prices simply for reputation or for the extraordinary.

It's the trade of the great middle class that pays. Those who want the good, substantial, practical things, and are ready to pay enough to have them. To such folks the strong points and reasonable prices of the **Born Steel Range** successfully appeal.

Want the evidence? Write.

**THE BORN STEEL RANGE CO., Cleveland, Ohio.**

"The sun never sets on America's possessions" —neither should it be necessary to light a candle to see *your* trade mark.

**"THE AMERICAN ARTISAN"**

is, as its name implies, cosmopolitan. It touches Maine. It reaches Alaska. Let it carry your name along with it.

QUAKER MFG. CO.

# EVOLUTION OF THE Perfect Furnace

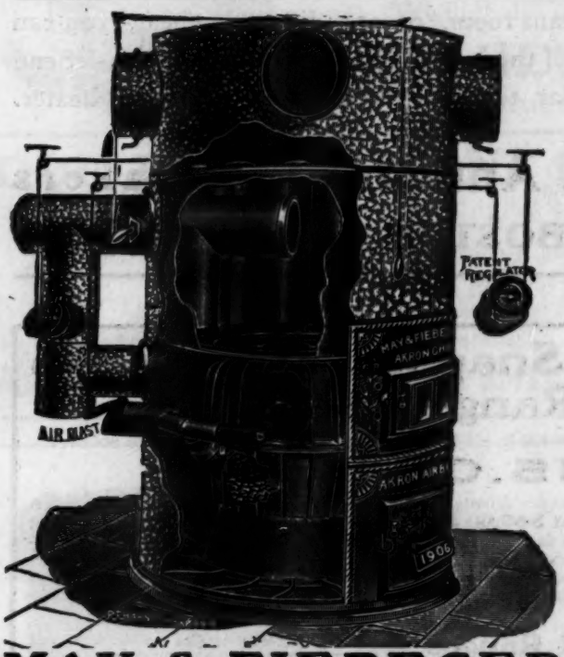
The new and better way of home heating, plainly told and finely illustrated in the new Quaker Catalog No. 20.
It's yours for the asking.

**We manufacture Complete Heating Plants Warm Air and Hot Water**

Offices and Exhibit Rooms: 40 Dearborn Street, Chicago, Ill.

Factory: Chicago Heights

**QUAKER MFG. COMPANY**




# THE NEW Akron Air Blast

## LEADS ALL OTHERS

It is the Strongest and Most Durable, making it the Cheapest. It is the Simplest in Operation, Cleanest, has the Best Grate, Strongest Fire Pot, Best Tubular Radiator, Only Center Draft Diving Flue and is the only furnace that has stood the test in the severest weather, in the coldest climates—where furnaces are used.

**Illustrated Catalog on Request.**

**MAY & FIEBEGER, Akron, Ohio**

## It's Easy to Climb the Successful Road

If you go at it right. In the heating line this task is accomplished by the use of

# Mueller Heaters

You don't have to meet the low prices made on inferior goods. The "Mueller" commands a large preference over all other makes, and our customers are making a handsome profit on all sales.

Good goods at Right Prices enables our customers to get the business, and make money on it.

You're not too late to secure the agency.

**L. J. Mueller Furnace Co.**

ESTABLISHED 1857

191 Reed Street :: :: MILWAUKEE

# RICHARDSON & BOYNTON CO.

Manufacturers

## Warm Air Furnaces
## Hot Water and Steam Boilers
## Tank and Laundry Heaters

SEND FOR LATEST CATALOGUE

NEW YORK CHICAGO BOSTON

THERE IS NO BETTER WAY
BETWEEN
CHICAGO
INDIANAPOLIS
AND
CINCINNATI
THAN THE
MONON ROUTE
4 TRAINS A DAY 4

Standard and Compartment Sleepers on Night Trains, Parlor and Dining Cars on Day Trains.

CHAS. H. ROCKWELL, Traffic Manager
FRANK J. REED, Gen. Pass. Agt.
CHICAGO

# LION FURNACE

**Can Use Hard or Soft Coal**

Giving the greatest heat with the least fuel. Pot interchangeable with our Apex furnace. Durable, simple in construction and a fine seller.

Write to-day for Catalogue.

ROOD & INTYRE,
Kansas City, Mo.
Southwestern Distributors.

**Youngstown Furnace & Supply Company**
YOUNGSTOWN, OHIO

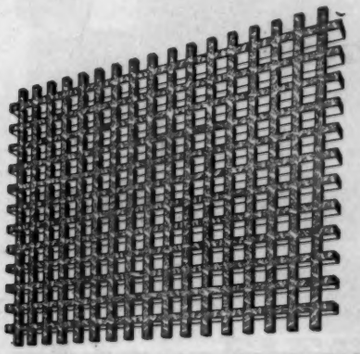
# SYMONDS SIMPLE REGISTER

Hold Fast Hook and Bolt Device
Patent Pending

Installed above baseboard with our hook and bolt device; requires neither straps on the box; wire, nails, screws, bolts to unscrew, edge of box to flange, or special woodwork; no monkeying; quick, practical, light to handle, packs close, little obstruction to the air, works perfectly and easily, conforms to the strictest fire laws, gives the most satisfaction and costs the least. Don't you want this kind?

**Write At Once For Sample and Price.**

## SYMONDS MFG. CO., EAST ST. LOUIS ILLINOIS



# A Stimulator

Such is our

**Hard Wood Cold Air Register Face**

to your business.

**They sell on sight**—and appeal to everyone as being far superior to iron or steel.

## BE A LEADER

Do not wait until your competitor gets them.
**65 cents per square foot—25 per cent cheaper than steel.**
Let us send you our price list and explanations.

## The Wooden Ventilator Co.

**EAST PALESTINE, OHIO**

# MONCRIEF

## Warm Air Furnaces

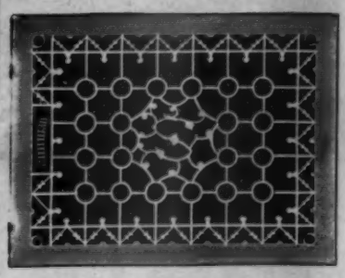
**Combine SIMPLICITY, DURABILITY, ECONOMY and CLEANLINESS IN USE**

**SPECIALTIES**
- All Cast Iron
- Moncrief Duplex Grate
- Large Radiating Surface
- Top Return Flue
- Double Fire Pot
- Large Grate Surface

## HENRY & SCHEIBLE CO.

6-8-10 Long Street, CLEVELAND, O.

Sales Agent—J. C. KIMMEL, 5514 East 15th Street, Kansas City, Missouri



# REGISTERS

**We do not belong to the Association**

MAKERS of Warm Air REGISTERS. Neat in design and of superior finish. Are interchangeable with all first-class makes. We have the largest foundry of any REGISTER manufacturers in the United States.

Our moulding room is 75 x 950 feet. We carry large stock, insuring prompt shipment.

**Our discount is 80%.**

**Association discount is 70%.**

| | |
|---|---|
| For example, a 10 x 12 Floor Register, black, Association price costs you | 72c |
| The same Register, our price | 48c |
| Buy from us, and save Or 33⅓%. | 24c |

**Send Us Your Orders**

## Standard Register Co.

**Cleveland, Ohio**

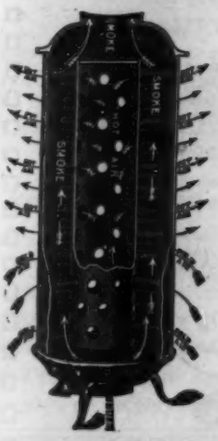
Register Department of The Standard Foundry & Mfg. Co.

**You Tell the Tale. THE AMERICAN ARTISAN Will Spread It.**

# THE SCHWAB SIDE WALL REGISTER

THE SCHWAB SIDE WALL REGISTER AND REGISTER BOX, NEATEST IN DESIGN, NOISELESS IN OPERATION, SUBSTANTIAL IN CONSTRUCTION, A FACTOR IN MODERN METHODS OF HEATING RESIDENCES FULLY ILLUSTRATED IN OUR REGISTER CATALOGUE. SENT FREE ON APPLICATION.

**R. J. SCHWAB & SONS CO.,** The Furnace Men **Milwaukee, Wis.**




## Save ½ Your Fuel

BY USING THE

# ROCHESTER RADIATOR

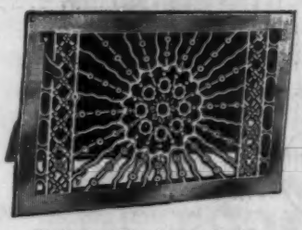
Satisfaction guaranteed or money refunded.
Over 100,000 of them in use.
Fits any stove or furnace.
Price from $2.00 to $12.00.
We make the original and genuine "ROCHESTER RADIATOR."
We do not sell to catalogue houses.
For Hard or Soft Coal, Wood or Gas.
We refer all inquiries, to you from your town, when you carry a stock of our Radiators.
We guarantee our radiators not to interfere with or choke the draught, they are easily cleaned.
One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater, with perpendicular tubes.
Write for descriptive catalogue and prices.

**ROCHESTER RADIATOR CO., 120 Furnace St., Rochester, N. Y.**

# SOMETHING NEW

## T. & B. WAFER SIDE WALL REGISTER

**"AS THIN AS A WAFER"—1 inch deep only when closed.**



Horizontal Flamboyant Design.
To Be Placed Horizontally

| Size of opening |
|---|
| 7 x 10 |
| 7 x 12 |
| 8 x 13 |
| 10 x 13 |
| 12 x 14 |

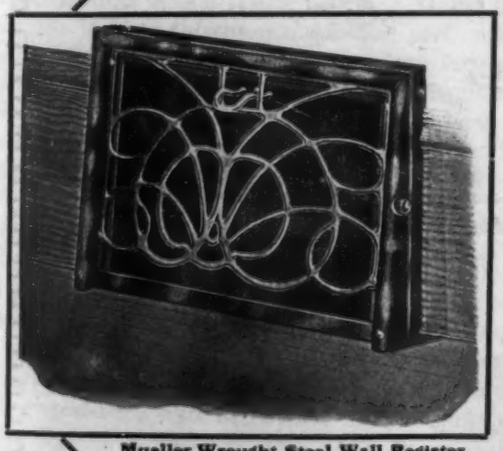
FOR SHALLOW FLUES AND THIN PARTITIONS

A large stock carried on hand in Black Japanned and Oxydized Copper Plated Finishes.

| Size of opening |
|---|
| 8 x 10 |
| 8 x 12 |
| 9 x 12 |
| 10 x 12 |
| 10 x 14 |

Vertical Flamboyant Design
To Be Placed Vertically

**TUTTLE & BAILEY MFG. CO.,** NEW YORK BOSTON CHICAGO



Mueller Wrought Steel Wall Register

# MUELLER WROUGHT STEEL WALL REGISTER

Has unobstructed, full air discharge, giving it greater capacity than all others of like dimensions (a feature claimed, but not existing in others.)

Many other superior features, which makes it the simplest and cheapest wall register to install.

We also manufacture a full line of semi-steel and cast floor registers.

ALL ORDERS PROMPTLY FILLED.

**L. J. Mueller Furnace Co.**

Established 1857

**191 Reed Street** **Milwaukee**

# ROUND OAK

## STANDARD OF AMERICA

"Memphis, Mo.
July 9th, 1906.
Beckwith Estate,
Gentlemen:
I send you photograph of No. 18 Round Oak Stove, bought of A. Rosler & Son, of this place by Judge D. B. Cooper in the year 1880. This stove is in a fine state of preservation. It has been in constant use all these many years with both coal and wood as fuel. There is not a crack or break to be seen on it and it has never been repaired. I have this stove in my possession and shall keep it on my floor for advertising purposes.
Respectfully, J. E. MOUNT."
26 years of usefulness and still good.
The Round Oak is unquestionably the best heating stove known.
"Agents wanted" in territory not yet spoken for. Send for the "Book"

Address
*ESTATE OF:*
***P. D. BECKWITH,***
*FRED E. LEE, Manager,*
*DOWAGIAC, MICH.*
*Makers of Good Goods Only.*

*"Look out, Fritz!"*

*"Mine Gracious, Doe-wah-jack! Vat for you tell me 'look out' when I ought to keep mine head in?"*

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00. IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.

Address all Letters, communications, and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,

69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.

THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, DECEMBER 8, 1906.

**Notice is hereby given that Walter F. Wollensak, *alias* W. F. WALLACE, is no longer in the employ of The American Artisan, and is not authorized to receive or receipt for any money for this journal.**

THE PUBLISHER IS PLEASED TO ANNOUNCE THAT THE AMERICAN ARTISAN WILL BE SENT FREE OF CHARGE FOR THE REMAINDER OF 1906 TO NEW SUBSCRIBERS FOR THE YEAR 1907. YEARLY SUBSCRIPTIONS SENT NOW WILL BE CREDITED TO THE END OF 1907.

TINNERS are beginning to ask for surcease of the debate on the tin roof. They want time to plan an active campaign in its favor next spring.

NOW IS the time to turn your ideas for hardware window display into hard money. Enter the competition for THE AMERICAN ARTISAN'S cash prizes—and draw trade at the same time.

HISTORY is repeating itself in the present strong American demand for Scotch pig iron. Years ago the United States was a liberal buyer of Scotch brands but the increase in our own domestic production became so great that Scotch producers have long ceased to rely upon this country as a market. Now, however, the sudden demand for Scotch pig for prompt shipment in this direction has fairly swamped the Scotch producers and transatlantic orders for many thousands of tons have been declined.

ONE of our youngest exchanges is The Mantel, Tile and Grate Monthly, published at Utica, N. Y., as the official organ of the Interstate Mantel and Tile Dealers' Association. The November issue of this journal constitutes its fifth appearance, and we therefore view with fraternal charity the multitude of its sins against journalistic ethics. No fewer than six of its thirty pages of reading matter are adorned with editorial articles reproduced from THE AMERICAN ARTISAN without a word of credit, the entire first page of our issue of October 27 having been appropriated. We do not mind furnishing ideas or even language for esteemed contemporaries, but when they use our matter, especially in chunks, common decency requires that they should at least mention its source.

**Pig Iron Delays and Freight Rates.**

TALK is now heard of an advance in freight rates on pig iron. The dissatisfaction with the railroads on account of car shortage is so general and acute that the prospect of an advance would be viewed with equanimity if there were any chance of an early improvement in the freight service.

If the advance comes it will probably be 25 cents a ton and the railways assert that the advance in pig iron prices fully justifies this, but as matters stand shippers rightly oppose any increase in freight rates while the service continues to be miserably inadequate.

Producers and sellers of pig iron everywhere declare that they are doing all in their power to fulfill contracts but in many cases simply cannot get the cars to make shipments. In the Pittsburg and Youngstown districts, the car shortage has become so serious that many mills have been forced to suspend their schedules for delivery and in some instances it may be necessary to shut down the plants. Conditions are equally trying in the west and the south, and producers and users of pig iron are alike praying for relief.

**Extent of Standard Oil Possessions.**

In view of the general public interest aroused by the suit instituted by the United States government against the Standard Oil Company for violating the Sherman anti-trust law, the American Metal Market presents the following figures: Former capital of the Standard Oil Company, $47,830,200; present capital, $100,000,000; dividends paid 1879 to 1906 inclusive, $567,390,679; value of pipe lines, 1898, $52,455,200. The capitalization of constituent companies is given as $102,230,000 and their assets as $121,631,312. The Standard is also said to be largely interested in and practically to dominate railroad corporations capitalized to the amount of $2,079,000,000; copper, sugar and whiskey combinations, $356,000,000; gas companies, $298,000,000, and banks and trust companies, $37,150,000.

According to these figures the total capitalization of all Standard Oil interests may be roughly set down as three billions of dollars, more than two-thirds of which represents railroads of which the Standard is believed to have control. The total wealth of the nation in 1904 being estimated by the United States Census Bureau as 106 billions of dollars, it would take thirty-five trusts like Standard Oil to secure control of the property of the American people, and the "common peepul" are therefore not in as immediate danger of losing their little all as some wild-eyed publicists would have us believe.

The property owned and controlled by Standard Oil

about equals in value the clothing worn by the American people, so the Bogey-man of the cartoonists is very far indeed from owning the earth. It will be well for us sometimes to remember with Emerson that "wealth brings with it its own checks and balances."

**Advertising National Manufactures.**

A FLOATING fair will shortly start from England for a twelve months' tour of the world. A small steamer has been chartered, and it is being fitted out so as to display samples of Great Britain's leading industries. It is proposed that the steamer shall go first to Montreal. The tour will embrace forty of the leading ports of the British empire, China, Japan and South America. At each port the exhibition will be opened by a prominent official and members of the local chambers of commerce, the leading merchants and others will be invited to visit the steamer.

It is reasonably certain that a similar floating advertisement of American lines of manufacture, properly conducted, would prove successful and profitable. Indeed, it is not hard to believe that a good-sized vessel could be equipped with samples of American stoves and ranges, standard hardware and hardware specialties, and sent on a voyage round the world that would prove remunerative to all concerned.

Large and growing as our exports are, we have only begun to touch the fringe of the world's markets. When we do turn our attention to them in good earnest, we shall no doubt invent our own schemes of promoting foreign trade, but in the meantime the idea of the floating fair seems worthy of imitation.

**Our Need of Wider Markets.**

IT requires no prophet, says the Secretary of the Treasury, to tell us that we are soon to be confronted with a great surplus of manufactured goods, for which no market now exists. It takes time to develop markets, especially foreign and international markets, and in the opinion of the most enlightened and wide-awake observers it is high time for the manufacturers of the United States to undertake systematic, organized efforts to secure markets for the future.

Speaking before the Transmississippi Commercial Congress at Kansas City recently, Secretary Shaw uttered an urgent note of warning. He pointed out that national problems of the United States in the eighteenth and nineteenth centuries are to be succeeded in the twentieth by the problem of gaining a share of the world's trade, and he stated our present commercial position briefly as follows:

"We now produce more agricultural products than any country on the map; our mines yield silver literally by the train load and gold by the carload; ships built in American yards and of American material unload more iron ore on the shores of a single commonwealth than any other country produces; we cut from our forests 100,000,000 feet of lumber for every day of the calendar year; our shops and factories turn out as much in finished products as those of England, of Germany, and of France combined, and we pay out in wages nearly and perhaps quite as much as all the rest of the world.

"Our railway system is the largest, the most complete, and our freight rates the cheapest; our coastwise trade the most extensive, the most rapid, the most efficient, and its rate the lowest of all the nations under heaven.

"One-seventh of the world's international trade originates with us, and one-tenth finds its way to our ports for ultimate consumption.

"While the people of eighty nations sell internationally $12,000,000,000 worth of merchandise per annum, the people of the United States sell the one to the other more than twice that much.

"We hold in our vaults 22 per cent of the world's supply of gold, and have in actual use more than one-fifth of the world's circulating medium.

"These achievements make us dizzy—these possessions dazzle."

"But," said the secretary, "fruitful lands, productive mines and multiplied factories have thus far failed to develop among us international merchants. It does not require international merchants to sell our surplus cotton to countries that grow none and have no other place to get that staple. It does not require international merchants to sell our surplus food products to countries that consume more than they produce when there is no other place from which they can be obtained. Now, as in the days of Joseph, a hungry people will go in their own conveyances whenever there is corn in Egypt or bread and meat in the United States, and the amount they will carry away will be limited only by the supply."

The world will come after our surplus food products, for the world needs them, but to dispose of our surplus manufactures we must have among us international merchants.

Our population and productive capacity are increasing at such a rapid rate that we shall soon feel the absolute need of new markets and the evolution of our "international merchants" must soon begin. There are rich markets awaiting American manufacturers in the awakening Orient, in South America, in South Africa and elsewhere. It is high time to study the map.

## RANDOM NOTES AND SKETCHES.

BY SIDNEY ARNOLD.

Sixty-three years ago an enterprising trader named I. R. Lyon landed a stock of goods on the western shore of Lake Michigan, in Little Fort, now Waukegan, Ill. It was only nine years after the first white settler arrived in Lake county and the incoming trader found no pier on which to land his goods, but used fishermen's boats as lighters to convey his stock of hardware and other commodities from the sailing vessel in which he had arrived to the shore. In a little while he had erected his store and on November 25, 1843, he founded Waukegan's oldest commercial enterprise.

* * *

Eighteen months before his arrival at Little Fort, Mr. Lyon had started from New York state for the great west with a horse and wagon. Six months later he reached Downer's Grove, Illinois, where he taught school during the winter. In the spring of 1843 he

again turned his face to the west, but had to turn back on account of the hostility of the Indians. Fort Dearborn, later Chicago, was duly examined, but disliking its low, swampy ground, Mr. Lyon drove north along the shore to Lake Michigan until he reached Little Fort. Having faith in the prospects of the west and liking the appearance of Little Fort as the possible site of a thriving city, Mr. Lyon retraced his steps to the east and purchased a stock of general merchandise in New York. This was loaded on a canal boat and taken to Buffalo and then by sailing vessel to Little Fort.

* * *

In 1845 Mr. Lyon built a brick store where the Masonic Temple of Waukegan now stands, and his business increased rapidly, necessitating the addition of other premises. In 1865 his son, G. R. Lyon, returned from the war and was taken into partnership with his father, the firm soon after becoming I. R. Lyon & Son.

Mr. Lyon, the pioneer, died in 1883 and after G. R. Lyon had conducted the business alone for some years, Mr. E. D. Upham was taken into partnership, the firm name becoming G. R. Lyon & Company, until 1889 when it was changed to Lyon & Sons, Chas. R. Lyon and Wm. I. Lyon, grandsons of the pioneer, entering the firm at that time. Since then every year has seen the continued growth of the business and there have been frequent extensions of the premises, so that the oldest mercantile establishment of Waukegan, with its up-to-date stock of hardware, etc., has just celebrated its sixty-third anniversary as a decided credit to the city.

* * *

I find these facts connected with the establishment and rise of a western firm in the Waukegan Daily Sun and I recount them because they are so typical of the rise and progress of many western communities. From the pioneer Lyon to his 20th-century successors there has been only a comparatively brief stretch of time, but it has seen the west grow from Indian possession to the height of civilization. It is as if a thousand years of old-world progress had been crowded into a little more than half a century of the new kind of progress that has become possible with American resources under American methods of life and business.

* * *

Have you by any chance heard of the New Way of doing business, guaranteed to cure all the ills that retail trade is heir to and warranted to wipe out mail-order buying in a hurry? Here is the plan, as outlined by the inventor, Mr. A. Schilling of San Francisco: The manufacturer sets a retail selling price upon his goods and all hands, down to the retailer, solemnly agree to abide by that price. The manufacturer bills to the jobber at the retail price, less a trade discount, and prepays freight—so that the jobber knows just what he is to get for handling the goods. Then the jobber bills the goods to the retailer at the retail price, the only discount allowed being the usual discount for cash in ten days. But when the retailer opens up the goods he finds in each case a draft for the amount of a reasonable profit on that package, and so on. As he opens up the goods he indorses the drafts and deposits them. Each indorsement constitutes a fresh promise to abide by the "gentleman's agreement" as to the retail selling price and *both* wholesaler and retailer further agree to surrender their stock of goods and accept their money back if at any time they yield to temptation and cut prices.

There is a beautiful spirit of altruism about this New Way of doing business and it does credit to Mr. Schilling's faith in his fellow man. If the dealer who cut prices on any particular line of goods were compelled to surrender his stock of such goods, and could not replace them, it would cut the ground from under the catalogue houses—if the catalogue houses were in the agreement and abode by it. Mr. Schilling may be on the right track, however, and will doubtless be heard from again.

* * *

In the Cortright Metal Shingle Advocate for December, 1906, I find the following effusion, which was illustrated with the photograph of a "perfect peach":

TOASTS AT A BANQUET.

A health to dear woman! She bids us untwine
From the cup it encircles, the fast clinging vine,
But her cheek in its crystal with pleasure will glow,
And mirror its bloom in the bright wave below.

A health to our roof as well as our guest!
For Cortright slates put every doubt felt at rest.
You know you are safe when they're over your head,
You know your roof's perfect—what more need be
said?

Just as the modern incursion of woman—lovely woman, as Mr. Alfred Jingle would say—into the realms of business, professional and official life has brightened and refined the atmosphere in which mere man was wont to labor alone, so the injection of a little bit of poetic sentiment into a business document often agreeably illuminates it. We pass with added zest from the Cortright tribute to beauty to a perusal of the claims put forth for Cortright shingles. And some of us perchance may be reminded by the Cortright poesy that in our youth we were often soundly shingled by the dearest and best of women.

* * *

Readers of THE AMERICAN ARTISAN have been long familiar with the existence and merits of "the Flexible Flyer," otherwise known as "the sled that steers." My sprightly contemporary, the St. Louis Globe-Democrat, has also learned of this useful adjunct to happy youth and says editorially: "A new coaster called 'the flexible flyer' has appeared. Why has no inventor thought of a way to convert the pedestrian into a happy contrivance of that nature?"

Some of the high flyers of St. Louis might take a flyer in the field of invention and fill the long-felt want for my friend of the Globe-Democrat.

The Flexible Flyer, by the way, is the catchy name given to a sled in which the spring steel runners curve by a turn of the steering bar, just as a bicycle is steered, and there is no dragging of feet as with other sleds. It is an excellent sled for girls as well as boys, being the only one that girls can properly control, and is manufactured by S. L. Allen & Company, Box 1100 Q, Philadelphia.

# News Siftings

The Southern Stove Works of Richmond, Va., will enter the steel range field in the near future and additional warehouse capacity will be provided.

A branch factory, 100x120 feet, is to be built in Rochester, N. Y., by the Wilmot Castle Co. of Rochester, manufacturers of stove pipe radiators.

The Cincinnati Iron Store Company of Cincinnati, Ohio, has increased its capital stock from $100,000 to $300,000, of which $200,000 is common stock and $100,000 is seven per cent cumulative preferred.

The Conway Steel Range Co. is building a new plant at Bellevue, Ohio, consisting of two two-story buildings, each 80x200 feet, and will remove from West Toledo, Ohio, as soon as they are completed, probably about February 1, 1907.

Mayor S. A. Blaine of Champaign, Ill., is reported to have received a communication from a stove manufacturing company which desires to amalgamate three scattered plants at one central point near Chicago. According to the Champaign Gazette the company wants a modern factory building as a bonus for moving.

In a suit brought by the Continental Wall Paper Company to recover $57,000 from Louis Voight & Sons of Cincinnati, Ohio, the United States Circuit Court of Appeals of Ohio has affirmed the decision of the district court and held that the wall paper company was an illegal combination in restraint of trade and as such not entitled to the aid of the court.

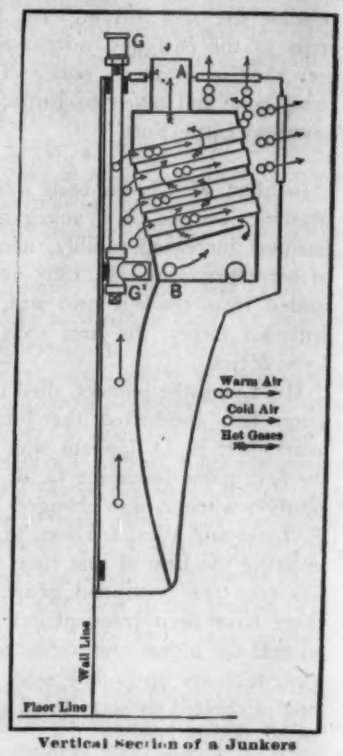
It is reported from Urbana, Ill., that a large stove foundry is likely to be located in that town in the near future. The Urbana Herald states that the head of the manufacturing concern has been looking over the ground and was very favorably impressed with the site offered, the freight facilities, etc. The foundry is said to be an old-established institution manufacturing a line of base burners, steel ranges, and other heating apparatus.

The Georgia and Alabama Industrial Index says that the unceasing investment of capital in industrial enterprises and in construction of various kinds in the two states which it covers illustrate directly and effectively the extent and variety of the resources of these states that await development with certain profit to the investor, and it announces the establishment of a $50,000 foundry, machine shop plant and stove factory at Sheffield, Alabama, as being among the new enterprises to which it refers.

The discovery of one of the most remarkable hematite deposits in the Northwest, containing, according to conservative estimate, some 200,000,000 tons of high-grade iron ore, is reported from Port Arthur, on Thunder Bay, on the north shore of Lake Superior. The deposit lies about 20 miles to the eastward of Port Arthur, the area averaging about three miles in width and six miles in length, and comes within 1,000 feet of the shore of the lake. It reaches back to the Canadian Pacific Railway, which here is about three miles from the shore. Development work is now in progress.

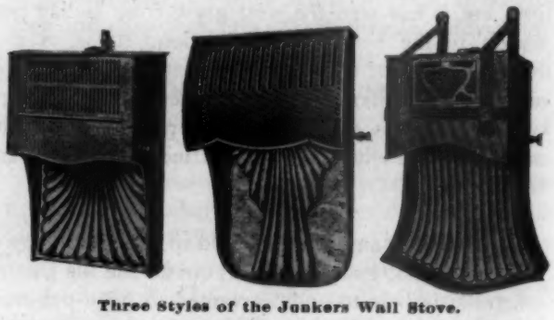
## NEW GAS STOVE FOR THE WALL.

For a new form of gas stove intended to be placed on the wall at any convenient height, the world is indebted to the inventive genius of Prof. Junkers of Dessau, Germany, who has patented his invention in the leading countries. Various forms of the stove are illustrated herewith. They are described by William Paul Gerhard in the November issue of Cassier's Magazine as follows:



Vertical Section of a Junkers Wall Stove.

"The course of the cold air, of the heated air, and of the hot gases is shown by three different kinds of arrows. The stoves are constructed of excellent material and the workmanship is of the best. The cold air is drawn in at the bottom, or very near the floor line, and passes upward at the rear behind the reflector and thence through a number of flat tubes, descending toward the front of the stove, and after being heated by these tubes, which are surrounded by the hot gases from the burner, the air, now warm, passes out into the room vertically upward, and also forward at the front of the stove. This secures a strong circulation of the air of the apartment, while at the same time the rays


Three Styles of the Junkers Wall Stove.

from the reflector, which are projected downward, tend to warm the floor and the lower strata of air. In this way a room may be quickly and uniformly heated. There is complete combustion of the gas, the heat units generated are utilized to best advantage in the heating surfaces, and a very intense heat is produced. The hot gases, after having done their work around the air-tubes, pass out at the top through the flue *A* which is connected with any available chimney flue. These gas-heating stoves are odorless and perfectly sanitary, because there is no chance for products of combustion to escape into the room. It should be noted that the wall or the wall-paper at the back of

the stove does not become warm, because it is the cold air which ascends at the back of the stove.

"They are quickly and easily installed by connecting the gas-coupling *G* at the top of the stove with a gas-pipe dropped from the ceiling along the wall. The stove may be placed at any height above the floor, though it is usual to put it at from 12 inches to 20 inches from the floor. No other wall-clamps or fasteners are required. Should the gas service happen to be in the floor, a pipe may be easily run up along the wall to the required height, and in that case the outlet *G* is capped and the outlet $G^1$ is connected with the ascending gas-pipe. The flue *A* should be connected in the shortest possible way with a chimney-flue."

In enumerating the advantages of a stove that hangs on the wall instead of standing on the floor Mr. Gerhard mentions simplicity and cheapness of installation, cleanliness, economy of floor space, and the more uniform warming of the room.

Prof. Junkers is said to have also devised a novel form of automatic valve for use with the wall stoves, in order to prevent any unburned gas from escaping at the burner; also a swivel burner by means of which the stove may be lighted noiselessly and easily. The price of the stoves in Germany is said to be from $5 to $35, according to size.

## NEW PLANTS IN ERIE TERRITORY.

The industrial department of the Erie Railroad Company reports that during the fiscal year ending June 30, 1906, no fewer than 122 industrial establishments located on the Erie Railroad between New York and Chicago, of which 89 were manufacturing plants with a great diversity of products. Among the new factories are the branch plant of the American Radiator Company, now building at Elmira, New York, for the manufacture of the "Ideal" boilers; also the plants of the National Corundum Wheel Company at Buffalo, New York; Parquette & Pierson, Ashland, Ohio, manufacturers of axe, sledge, pick and hammer handles; the Elmira Heater & Foundry Company, Elmira, New York; D. H. Stoll Company, Black Rock, Buffalo, New York, manufacturers of special machinery for working sheet metal; the United States Radiator & Boiler Company, Corry, Pennsylvania; the Buck Silver Company, Kill Buck, New York, manufacturers of quadruple plate hollow-ware, and the X-Ray Stove Polish Company, West Nutley, New Jersey.

The Franklin Silica Sand Company, Franklin, Pennsylvania, has established a silica sand works on the Erie Railroad at Utica, Pennsylvania. The product of this plant is shipped to foundries for molding sand and for making furnace bottoms.

These industries are being attracted to the Erie territory on account of its merits or have been established by local parties. The railroad company endeavors to create conditions favorable to the securing of factories and further development, and tries to be in immediate touch with the business men along its entire system. Its territory has been districted in relation to resources, advantages and markets, and Mr. Luis Jackson, 11 Broadway, New York, industrial commissioner of the Erie, can immediately furnish to manufacturers of any specific product current information of a comprehensive nature with regard to any selected locality as it affects their particular business.

## DIXON'S TICONDEROGA FLAKE GRAPHITE.

The Joseph Dixon Crucible Company of Jersey City, N. J., draws attention to the many striking advantages of Dixon's Ticonderoga flake graphite as cylinder lubricant for air compressors.

Among other features claimed for Ticonderoga flake graphite it is said to be unaffected by high temperatures; it cannot be "carbonized" or ignited, cannot possibly give off explosive vapors, will not accumulate dust or grit, does not clog discharge valves, allows a great reduction of oil supply, avoids the danger of receiver explosions, improves piston fit and lowers friction, and saves oil, repairs, trouble and money.

A wealth of interesting data and information on the subject of air compressor and air drill lubrication is presented in a twenty-four page pamphlet, which is sent free of charge to all who are interested in the subject. When writing, kindly mention THE AMERICAN ARTISAN.

## THE "NEW IDEA" ROCKWELL RIDDLE.

S. Obermayer Co. of Cincinnati, Ohio, manufacturers of "Everything you need in your foundry," are using a novel post card in calling attention to the new idea which is represented by the Rockwell riddle. A colored picture of a medieval page sitting on a pile of silver dollars and apparently handing one out, occupies part of the front of the postal with the motto "It's just like handing you money," and when opened up the triple card is found to contain a detailed description of the Rockwell, of which the manufacturers say:

"In our new riddle we have struck a happy thought, and the Rockwell riddle will impress all foundrymen as being the riddle for wearing qualities.

"In making this riddle (at our Chicago foundry), we bring the points where the ends of the rims and drivers lap opposite each other and bind them with a one-inch strip of galvanized iron. The same binding is done at the inside lap of the rim and where the end of the liners lap.

"The rims are all thoroughly seasoned elm; the bottoms are finished with three-quarter-inch liner. The drivers are two and one-half inches wide and the strips of galvanized iron, besides binding the laps, act as extra braces to the riddle and hold the wire cloth even more securely."

The Rockwell has set a new standard in riddle making, according to the manufacturers, and has already shown evidence of having an immense sale. Prices on Rockwell riddles will be sent on application to the S. Obermayer Co. When writing, kindly mention THE AMERICAN ARTISAN.

Why not suggest to your customers that it is better for them to keep their money in their own pockets until they see the goods they think they want and then—well, pay for them when they get them.—Mixed Stocks.

**THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 36 to 41 inclusive.**

Newell Bros. of St. James, Neb., are to engage in the stove business.

L. C. Hahr of Clifton, Kan., has moved his stock of stoves to Scandia, Kan.

O. Q. Pickering has bought the Lawritson stock of hardware at Loomis, Neb.

Walker & Green have opened a new hardware store at Lebanon, Oregon.

Ben Gruks of Spokane contemplates opening a large hardware store at Russell, Idaho.

The Thieman Hardware Company of Leeton, Mo., have sold out to S. I. Major & Co.

The Davis Hardware Co. has succeeded the Stanwood Hardware Co., at Stanwood, Wash.

Bowen & Call, stove dealers at Montpelier, Idaho, have been succeeded by R. H. Bowen.

The Jackson Hardware Co., of Aberdeen, South Dakota, is putting up a new $50,000 building.

Barrett & Butler have bought the hardware stock of the Oregon Forwarding Co., Ontario, Oregon.

Carlos Giorgi, Palazyo Santa Maria, No. 3, Florence, Italy, wants addresses of manufacturers of hardware.

Bezanson & Stevens, hardware dealers of Presho, South Dakota, are doubling the size of their two-story building.

T. E. Halloran, of the firm of Halloran & Maynard, Chatfield, Minn., hardware dealers, has sold out his interest.

Hale & Stutheit, hardware dealers at Sprague, Neb., have dissolved partnership, and C. O. Hale continues the business.

A. L. Johnson has purchased Morsell's Hardware Store, Washington, D. C., of which he has been general manager.

Joseph Lebsinger, a hardware merchant of Belleville, Ill., fell from a southern railway trestle recently and was killed.

The Western Mercantile Co. has purchased the stock of hardware and implements of L. C. Fisher & Co., at Sprague, Wash.

William H. Vaught, Rankin, Pa., recently suffered a loss of $5,000 on his hardware stock and of $2.500 on his store building.

G. E. Meyer & Son of South Bend, Ind., are having a three-story building remodeled to accommodate their hardware business.

Trad, Nougeaim & Co., Beyrouth, Syria, want addresses of American manufacturers of locks, hinges, chains, nails, and wire iron.

Richard Binger, Joseph P. Mueller and Donald Lefferts have organized the Forsyth Hardware Company at Passaic, N. J. Capital, $7,000.

David Cox, W. S. Barnett, John Foley, John I. Yerud and Bruce Ferrell of Walla Walla, Wash., are organizing a company with a capital stock of $100,000 to take over the hardware business of Cox & Barnett of that city.

F. J. Drilling of Caledonia, Minn., has purchased the hardware stock of C. F. Troeller, Larrabee, Iowa, and will succeed him in the business.

C. A. Andrews of St. Louis and D. Lenfesty of Spokane have purchased the hardware business of Fargo & Co., at Walla Walla, Wash.

Edward Force, Jesse E. Force and Myrtle Brown have incorporated the Harrah Hardware & Mercantile Company at Harrah, Okla. Capital $10,000.

The Michigan Screw Co. of Lansing, Mich., has opened up business with a factory floor space of 12,000 square feet under the management of H. B. Lundberg.

The annual banquet of the employes of the Dent Hardware company, Fullerton, Pa., was held at the Windsor House, Fullerton, Monday evening, November 26.

A new factory recently completed and now in operation is that of the Hawkeye Incubator Company, Newton, Iowa, replacing the one destroyed by fire about a year ago.

C. R. Dolan of Verdon, South Dakota, has opened up a hardware stock at Randolph, a new town on the Minneapolis & St. Louis Railroad, in the northern part of the state.

The Anderson & Larson Co., of Colton, South Dakota, has been dissolved by mutual consent, O. P. Anderson becoming sole owner of the hardware branch of the business.

The hardware stock of the Smith & Thomason Company, Hillsboro, Texas, was damaged recently by an explosion of dynamite supposed to have been the work of burglars.

W. P. Dilworth, a hardware dealer of Oklahoma City, was shot and seriously injured on Thanksgiving morning by a man who entered his store for the purpose of robbing it.

The H. W. Thornhill Company of Dallas, Tex., has been incorporated by H. W. Thornhill, E. E. Thornhill and P. H. Speaker, to do a general hardware business. Capital stock $50,000.

The Stambaugh-Thompson Company of Youngstown, Ohio, which recently took over the Morris Hardware Co. of that city, has increased its capital stock from $250,000 to $450,000.

John Douglas of Dunseith, N. D., and C. R. Gailfus and C. I. F. Wagner of Rolla, N. D., have organized the Dunseith Hardware & Telephone Co. to do business in the former town. Capital $25,000.

C. E. Sovereign, Henry M. Hocking and Frank W. Trostle of Rockford, Ill., are the incorporators of the C. E. Sovereign Company, to manufacture hardware specialties at Rockford. Capital, $20,000.

The American Shear & Knife Company, Hotchkissville, Conn., has elected H. S. Dormitzer, treasurer, and Samuel M. Hitchcock, an attorney, a director, to take the place of H. J. Mason, who resigned.

The Benjamin Gillespie Company of New York has been incorporated to deal in hardware. Capital, $10,000. The directors are Sarah Craig, Rensselaer

Falls, N. Y., and L. F. Dodd and George Rosebdale, New York.

The Barberton Hardware Company of Barberton, Ohio, has commenced suit against John H. Snyder of Barberton for $302.07, claimed on account of numerous articles of hardware furnished the defendant some time ago.

Fire early in the morning of Nov. 29 gutted the stores of T. B. Dornin & Co., stoves and tinware, and Ainslie & Martin, hardware, at Lynchburg, Va. Adjoining stores also suffered, the total loss being approximately $150,000.

The Zantis-Kinkead Hardware Company is being organized at Fort Smith, Ark., to do a retail business. The promoters are A. B. Zantis, of Quinton, Ind. Ter., and D. C. Kinkead, of Fort Smith. They expect to start business about January 1.

The Toledo Times asserts that the Garry Iron and Steel Company of Cleveland, the Jackson Knife and Shear Company of Fremont, Ohio, and other creditors have filed a petition in bankruptcy against John B. Wilsey, a hardware dealer at Attica, Ohio.

Will Zimmerman of McCall, Ill., has changed his headquarters to Burnside, Hancock county, Ill. He will continue to operate in the same territory as before and will handle the same lines of goods as heretofore, with additions of pumps and windmill stock.

The Coleraine Hardware Co. have opened a new store at Coleraine, Minn., with Edgar G. Ingalls as manager. Mr. Ingalls was formerly connected with Neff's hardware store at Gladstone, Mich., and has purchased an interest in the new Coleraine company.

The Buffalo Commercial states that the creditors of George W. Mesmer, hardware merchant of 533 Niagara street, Buffalo, N. Y., have filed a petition in bankruptcy against him, alleging a transfer of property to Elizabeth Gulda with intent to defraud other creditors.

The Marvell Manufacturing Company has been incorporated at Baltimore, Md., to deal in a patented self-heating soldering iron. The incorporators are Ray W. Marvell, Daniel C. Woods, Allen M. Porter, John S. Marvell, and T. Reginald Wise. The authorized capital stock is $15,000.

The Salt Lake Hardware Company of Salt Lake City, Utah, have arranged for a freight car to be hauled from Salt Lake City daily with their shipments to towns in their territory, in order to prevent the sidetracking from which western dealers have suffered in silence so long.

A wholesale hardware man tells the Kansas City Journal that the year 1906 will show an increase in the hardware business done in Kansas City of 33 1-3 per cent over that of the preceding twelve months. The wholesale hardware trade of Kansas City for 1905 was figured at $8,000,000.

Wm. K. Hawks, the veteran lawn-mower manufacturer, sales manager for the Philadelphia Lawn Mower Co., Philadelphia, Pa., is making his annual visit among the jobbing hardware trade of the country. Mr. Hawks reports the best trade he ever enjoyed and is deeply impressed with the magnificent condition of the trade, especially in the West and Northwest, and the favorable outlook for 1907 business.

Alderman J. L. Smith of the Fifteenth ward, Chicago, who is prominent in fighting for betterment of existing street-railway facilities in his ward, is a hardware dealer at 752 West North avenue. Car shortage is a very real problem to him and he is making a gallant fight for his constituents.

The Knudson-Winston Hardware Company will occupy its new quarters at Sprague avenue and Pittsburg street, Spokane, Wash., early in January. The building is of brick and is 50 x 90 feet. This concern was the Knudson-Jacobs Company until W. M. V. Winans bought Mr. Jacobs' interest at the beginning of 1906.

It is reported from Springfield, Ohio, that the business of the Burkhardt Manufacturing Company, of Springfield, has been bought by I. J. Cushing, of the Dayton Computing Scale Company, who will move it to Anderson, Ind., where the Anderson Machine Tool Company will manufacture the Burkhardt meat slicing machine.

The Spencer Hardware Company of Keene, New Hampshire, has filed articles of incorporation, the capital stock of the company being $50,000. The incorporators are, Wm. O. Hutchins, Herbert A. Woodward, George A. Litchfield, Myron A. Nims and Orville A. Woodward. The concern has previously been conducted as a partnership.

The One-Minute washer, distributed by Paxton & Gallagher Co., Omaha, Neb., is handled by hardware merchants on the exclusive agency plan, and the company wish to appoint an agent in each town in Nebraska, South Dakota, northern Kansas, and western Iowa. Detailed information can be obtained on application to the company.

The newly organized C. A. C. Axe Company of Holbrook, Mass., is now manufacturing a full line of axes, under a secret tempering process invented by Mr. J. Collins, president of the company. The sales office, at 97-101 Warren street, New York, is in charge of Max T. Christopher, who has been identified with the axe business for many years.

A notification has been issued by the government of British India to the effect that no license will be granted for the importation of any rifles of .303 bore or of .450 bore by sea or river or land into British India. It is made an offense for persons to be found in possession of such firearms or of bore ammunition which can be fired from such rifles.

The Chattanooga Wheelbarrow and Manufacturing Company of Chattanooga, Tenn., has filed an application for an amendment to its charter increasing the capital stock from $25,000 to $50,000. The additional capital will be used to enlarge the shops of the company, and it is hoped by the management that with the increased capacity this will give them they will be enabled to catch up with their orders.

The Atmospheric Washing Machine Company has been incorporated at Aurora, Neb., to manufacture and sell the Atmospheric washing machine in the states of Nebraska and Colorado. The capital stock is $50,000 and the officers and directors of the company are: C. E. Neir, president; D. L. Toof, vice president; J.

A. Isaman, secretary-treasurer; J. H. Grosvenor, attorney; J. B. Hunter, A. E. Peterson, Theo. Widaman, F. A. Thomas and E. A. DeWaters, directors.

Any hardware dealer who wishes to have the exclusive sale of the Royal Blue washer in his town is invited to address the H. F. Brammer Mfg. Co., 1461 W. 2d street, Davenport, Iowa. The policy of this company is to sell the Royal Blue washer to only one dealer in a town, giving that dealer the sole agency and helping each local agency in every possible way to sell Royal Blue washers. A postal addressed to the Brammer Mfg. Co. will bring full details of their plan.

The Matchless double-acting floor spring hinge, made by the Lawson Mfg. Co., is ball-bearing, which insures a minimum of friction and enables the hinge to operate easily and without noise. They are especially suited for use on doors in banks, churches, vestibules, pantries, etc., are easily fitted and prove their merit by the numerous imitations that have been placed upon the market. The manufacturers will send on request a fully illustrated catalogue and price list. When writing for this, address Dept. A, 40 Dearborn street, Chicago, or 101 Reade street, New York City.

Advices sent to THE AMERICAN ARTISAN are to the effect that measures regulating peddlers and itinerant dealers and various other matters for which legislation is sought from the incoming legislatures of Washington, Idaho and Oregon will be discussed at the second annual convention of the Inland Empire Implement and Hardware Dealers' Association in the Spokane hotel, Spokane, Wash., Jan. 16 and 17. E. C. Lucas of Davenport, Wash., president of the association, will preside, being supported by R. L. Spiker of Lewiston, Ida., and W. H. Urbahu of Spokane, vice presidents; J. A. Fridaker and E. W. Evenson of Spokane, treasurer and secretary. The full program has not been completed, but there will be drives, a theater party and a reception and banquet.

## OUR WINDOW DISPLAY COMPETITION.

Since the announcement of our prize offer of One Hundred Dollars in gold for attractive hardware window displays much interest in the competition has been exhibited and even in the holiday rush many hardware dealers and clerks are bethinking themselves of plans for window dressing that will surely land a prize. The competition promises to be even more successful than that conducted by THE AMERICAN ARTISAN in 1904. The prizes, conditions, etc., are as follows:

First Prize, $50 in gold for photograph and description of the best window display of hardware received.

Second Prize, $25 in gold for the photograph and description second in excellence.

Third Prize, $15 in gold for the photograph and description third in excellence.

Fourth Prize, $10 in gold for the photograph and description fourth in excellence.

### CONDITIONS.

Any hardware dealer or his assistant or clerk, who is a yearly subscriber to THE AMERICAN ARTISAN at the time he sends in photograph and description of window display, is eligible to this competition.

The photographs may be sent by mail or express, charges prepaid, and must reach this office not later than noon, February 28, 1907. Address all photographs to THE AMERICAN ARTISAN Prize Competition, 69 Dearborn street, Chicago, Illinois.

Each photograph and description must be signed by a fictitious name or device and the same name and device must be put upon a sealed envelope containing the real name and address of the contestant. This sealed envelope is to be enclosed with the photograph.

### AWARD OF PRIZES.

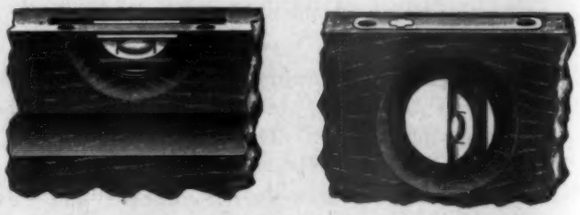
A competition committee of three will be appointed, one of whom will be an expert window dresser and one an experienced hardware man. This committee will pass upon the merits of all photographs and descriptions received, without knowing the names or addresses of the senders, and will decide the winners of the contest.

THE AMERICAN ARTISAN reserves the right to publish all photographs and descriptions submitted in this competition.

## STANLEY PLUMBS AND LEVELS.

A most complete line of levels, both iron and wood, is shown in the catalogue of the Stanley Rule and Level Company of New Britain, Connecticut. It is guaranteed that all the wood used in the stocks of Stanley levels has been thoroughly seasoned and all of them are fitted with proved level glasses, with the exception of certain special ground glass levels, in which the bubble is considerably longer than in the proved glasses.

The proved glasses are made of extra thick tubing



Stanley Method of Setting Level and Plumb Glasses.

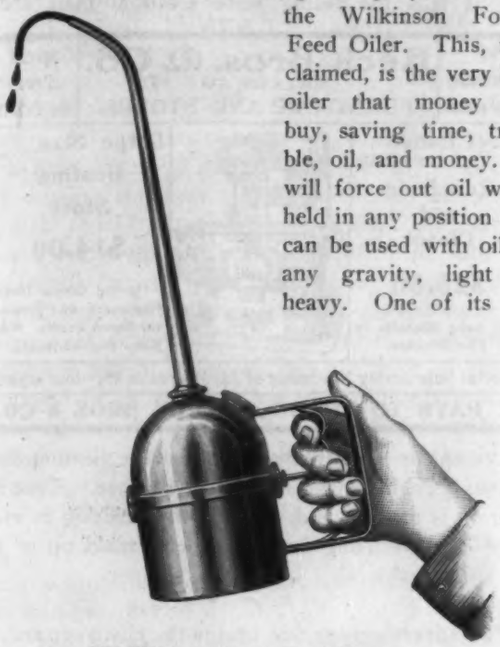
and by a patented process each level glass is marked at its central and crowning point by two indelible lines and each plumb glass with a single line. Should a level glass be broken the owner finds these lines of great assistance in setting a new glass in its proper position.

The two cuts used herewith show the form of setting level and plumb glasses which the Stanley Rule & Level Company now use in all wood levels. The glasses are mounted in brass and are so located that the bubble may be readily seen from either side or from below in overhead work.

All Stanley wood levels are now made with the "Handy" grip also. This is a shallow groove cut on each side of the stock for greater convenience and safety in handling. The catalogue of the Company will be sent to any dealer on request. When writing kindly mention THE AMERICAN ARTISAN.

## THE WILKINSON FORCE-FEED OILER.

An oiler of improved construction is found in the product of the Wilkinson Mfg. Company, known as the Wilkinson Force-Feed Oiler. This, it is claimed, is the very best oiler that money can buy, saving time, trouble, oil, and money. It will force out oil when held in any position and can be used with oil of any gravity, light or heavy. One of its advantages is that the user can stand on the floor and oil shafting, without the necessity of climbing a ladder with its attendant risks. The parts of Wilkinson oilers are easily accessible and are interchangeable, so that it is repaired without trouble. The manufacturers state that weather does not affect this oiler, as it will force out the heaviest oil in the coldest weather. It is sold through jobbers but circulars and terms can be obtained on application to the Wilkinson Mfg. Company, 69 Wall street, New York. When writing kindly mention THE AMERICAN ARTISAN.



**The Wilkinson Force-Feed Oiler.**

## THE STEVENS RIFLE TELESCOPE.

Sportsmen of the age of forty and up are usually afflicted with what the oculist would call presbyopia, or, in plain English, old sight. While they are able to see distinctly at a distance, objects close to the eye become blurred or indistinct, and in shooting this often becomes a serious obstacle.

In aiming at the bull's-eye, at a range of 200 yards, with the old peep and globe sights, the bull's-eye may be clear to the sportsman advanced in years, but the pin-head or aperture is blurred and his aim is uncertain. With the aid of the Stevens rifle telescope, a minute image of the bull's-eye formed by the object glass and magnified by the eye-piece is seen by the shooter. The formation of the bull's-eye is at the place where the cross hairs are laid, both being on the same plane and equally distinct, enabling the middle-aged and the old to see just as plainly as the young. The Stevens rifle telescope thus enables those advanced in years to compete with young men without any handicap.

A well-illustrated thirty-two page catalogue is devoted exclusively to the line of Stevens rifle and pistol telescopes and will be forwarded free upon application to the J. Stevens Arms & Tool Company, Chicopee Falls, Mass. When writing, kindly mention THE AMERICAN ARTISAN.

## RETAIL HARDWARE DOINGS.

NEW FIRMS AND INCORPORATIONS.

St. Louis, Missouri—Stock-Daniel Hardware Company. Capital $24,000, all paid.

Frederickstown, Missouri—F. H. Bees Hardware and Furniture Company, capital $16,000.

Chicago, Illinois—John R. Kehm Company, capital $5,000.

Lancaster, New York—The Wintermantel Hardware Company, 44 West Main street.

Cherryvale, Kansas—John Botsford has opened a store at 109 East Main Street, and will carry a full line of hardware and stoves.

West Seattle, Washington—J. E. Neherbas has recently engaged in the stove and hardware business.

Meridian, Idaho—H. Pitcher has engaged in the stove and hardware business.

Peru, Nebraska—W. S. Bodster has engaged in the hardware and stove business.

Hibbing, Minnesota—Close Hardware Company, wholesale and retail hardware, mill, mine, etc., also manufacturing of hardware.

Akron, Pennsylvania—Pettitt Brothers Hardware Company; capital stock, $30,000.

Hartford, Kentucky—David Moreland, Henry Carson and Sheriff E. Martin have formed a partnership. Hardware and implement business.

BUSINESS CHANGES.

Adams, Nebraska—William Hall & Company sold their hardware and implement store this week to Damrow & Babb.

Genesee, Idaho—H. A. Morgan has sold his stove and hardware store to Y. G. Rehberg.

Bentley, Iowa—Heft & Timberman have succeeded to the stove and hardware business of P. M. Heft.

Denton, Texas—J. W. Evans has sold his stove and hardware business to J. E. Newlin.

Dwight, Kansas—B. B. Gold has purchased the stove and hardware business of J. L. Holshouser.

Ellston, Iowa—Fouse & Miller succeed L. W. Hess, hardware.

Valley, Nebraska—L. P. Byars succeeds Charles Parson, hardware.

Ipava, Illinois—J. H. Echols succeeds Edward Walker, hardware.

Neodesha, Kansas—M. Metz has succeeded H. Gradner in the hardware business.

Quincy, Washington—E. F. George has succeeded Cox & Company in the hardware business.

Cameron, Missouri—The Brace Hardware Company has been succeeded by E. F. DeLay.

Hereford, Texas—C. S. Garrison has succeeded Garrison Brothers.

Lake View, Iowa—J. W. Wright has sold his hardware store to Harvey Erickson.

MISCELLANEOUS.

Middle River, Minnesota—Burglars blew the safe of Nelson & Olson's hardware store and secured $200 in cash and valuable notes and papers.

La Junta, Colorado—Mr. Craven has moved his hardware into the Crawford Building.

St. Joseph, Missouri—The hardware store of E. L. Osgood at 6214 King Hill was burglarized.

La Porte, Texas—W. L. Willis' hardware store suffered a fire loss.

Troy, New York—Herman N. McMann's hardware store was damaged by fire.

Kansas City, Missouri—E. N. Draper & Son, fire loss.

Ottawa, Kansas—Franklin County Hardware Company was damaged by fire.

Utica, New York—The Roberts Hardware Company will build a warehouse.

# Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

The well-trimmed hardware window is a valuable adjunct to the well-written hardware "ad." and it is not only in the holiday season that this is true. It will pay the retailer to make his windows attractive at all seasons of the year, and when they are properly dressed he need not hesitate to call attention to them in his newspaper advertising and in other ways.

In European countries, particularly in England, France and Germany, goods are largely sold through window displays. The people rarely enter the stores to shop, in the American sense of the term, and the retail advertising is meager in quantity and comparatively poor in quality. While the American system of buying differs from the European, it is just as true here as across the Atlantic, that a useful and valuable article attractively displayed catches and holds the eye of the beholder and induces a desire for its possession. The ideal retail advertising is that in which good goods, attractive display, and brainy advertising unite their forces.

* * *

A card which adorns the window of the largest retail hardware store in Chicago may be copied with advantage. The window is filled with holiday goods and the card reads: "Look up! Look over your head! See all the goods in the window." Thus the passer-by does not miss any of the good things.

* * *

We have often pointed out to the retailer the need of eternal vigilance in getting his newspaper ads. properly set and printed. Sloppy presswork has spoiled many a good ad. and so has the use of old and worn type, fit only for the printer's "hell-box" but made to do duty on any and all occasions until at last it absolutely refuses to show its face.

This apparently was the case in the ad. of the Goshen Hardware Company of Goshen, Orange county, N. Y., which is reproduced on this page with all its pristine imperfections due to worn-out type or poor presswork. The advertisement was skilfully designed by the manufacturers of the Stewart line of base burners to help the dealer, but its effect is greatly diminished by the ragged appearance of the name line at bottom, which does little credit to the newspaper that printed the ad. if the defects ran through the entire issue.

It would be an almost parallel case if the hardware company had sold the newspaper editor a saucepan full of holes.

Calling attention to defects of this kind usually prevents their recurrence, as every retail advertiser will find if he watches his advertisements closely and insists upon their proper presentation to the public. Readers are quick to pick flaws in printed matter nowadays and advertisements, like men, must put up a good "front."

A good example of a retail stove ad. is seen in the three-column card of Keck Bros. & Co., which we reproduce from the Pontiac (Ill.) Sentinel in reduced form. This ad. is well designed and well set. It tells the reader some essential facts about

the complete steel range and the large heating stove and excites his curiosity to know more. True the address is missing and we urge its inclusion in every piece of advertising but the general make-up of this ad. is admirable.

* * *

The advertisement that brings the customer and the article together has done its work. It is up to the dealer to perform the ceremony.

* * *

Those people who reach the pinnacle of success through advertising are generally those who make their goods good enough to advertise.

* * *

Remember that the boy of the family is the especial friend of the hardware dealer at this season and his trade is worth catering to. Display and advertise your

fire-arms, skates, tools, mechanical toys, etc., so that Young America may see and covet them. He'll do the rest.

## THE PROPER TREATMENT OF EMPLOYES.

Here's a letter on a subject that I sometimes feel touches the whole science of store keeping:

"Albany, N. Y., April 9, 1906.

"To 'The Stroller':

"I take great interest in reading your studies of human nature and find you have written up many experiences and thoughts of my own. I would greatly like to hear what you have to say about the proper way of treating employes. Some merchants believe that a man should put himself on a level with his clerks, and treat them as if he was one of them. Others apparently believe just the opposite, for they never treat their clerks intimately, but always make them remember that they are subordinates. I have nine employes and of course no two are alike. I am often puzzled to know just what my attitude should be toward them. You have doubtless had a wide observation along this line and your opinion should be interesting and valuable. If agreeable, let us have it. Respectfully yours,

"****"

This is a problem, sure enough, and mighty few business men have solved it.

I have run up against several thousand grocers, and, leaving out the few who maintain what I consider the proper attitude toward their clerks, the rest can be divided into two classes:

1. The kind that are hail fellows well met with their clerks, whom the clerks call Bill and Jim just as innocently as they call each other that.

2. The kind that never in the least relax toward their clerks, who never let the clerks forget that they are simply employes, who give sharp orders and reprimands as they would to unruly school boys.

In my humble judgment, neither class is right, and both of 'em get about half as much out of their men as they should.

The clerk whose employer is "Bill" to him and who can kid him and call him a liar as he would an old crony, never has much respect for his employer's authority, partly because such an employer never has any authority. The store of a man like that runs itself.

If you think I'm exaggerating here, you can guess again. I'm not in the least exaggerating, and to show you that, I'll repeat, as nearly verbatim as I can, a conversation between a clerk and his employer which I overheard only last month. The store was in Cleveland, Ohio, and seems to be making money in an easy go as you please sort of way.

It seems that the grocer had let some slick salesman load him up with a lot of soap on the promise that his company intended to send house to house canvassers in the town to stir up a demand. He had bought the soap and a couple of canvassers had come, but the demand was still in the dim distance.

"I'll know better next time all right all right," said the grocer, doggedly; "you bet I won't get caught with any slick schemes again."

"Oh, yes you will," said a clerk who was standing near. "You'll make the same break the very minute the next fake shows up. You're the easiest mark in Cleveland, and I'll bet a dollar all the road men say so."

"Oh, shut up, Bill," said the grocer; "you ain't so much."

"I'm enough to know a con game when I see one," retorted the clerk.

"Oh, well, butt out!" said the grocer. "Go and fix up that front window. Didn't I tell you to do that this morning?"

"Don't you worry about the window," said the clerk indifferently. "It'll get fixed all right before the day's over. I ain't had time to do it yet."

Then he went along about doing something else—whatever he happened to want to do most at that time.

It doesn't seem credible that this was a conversation between a grocer and his clerk does it? Yet it was. How much discipline do you suppose there is in that store? Not enough to grease a watch wheel with.

The other class come just as far short, because their clerks never like them, and a clerk must like you if he's going to give you decent service.

I've heard clerks treated like dogs. I don't mean abused exactly, but roughly ordered about, and humiliated and verbally booted.

The business men who do this don't do it consciously. It's their idea of discipline—they sincerely think that's the way to treat clerks, and if you were to tell them it's one of the two very worst ways they'd pooh-hooh in your face. "Don't they know, when they've had clerks for years?"

I never knew one case like this where the clerk had any liking for his employer. Practically always he hates him like poison, and would rather say so than eat.

Can you get good service from a clerk whose highest ambition is to kick you in the neck?

Not much.

Sometimes this sort of brutality is worked simply by the grocer's manner—much more by that than by what he says.

He's cold and unfriendly—talks with his clerks only about business and then very briefly and frigidly. Never jokes 'em, never jollies 'em, never asks them to do anything or "please"—always orders.

I get into one store where honestly every word that the proprietor says to his clerks somehow gets me hot. It's not so much the words as the total absence of all kindness and warmth.

"Bring this out!" or "Wait on this lady!" or "Go down cellar and bring up so and so!" or "Lift this down here!" Never anything but sharp, peremptory ordering about.

Why, one day when this grocer slipped on his newly oiled floor and hurt his leg so he limped for days I actually saw one of his clerks hug himself in the wildest glee.

No, sir; at neither of these extremes lies the prop-

There's nothing like hatred to destroy conscience, remember that.

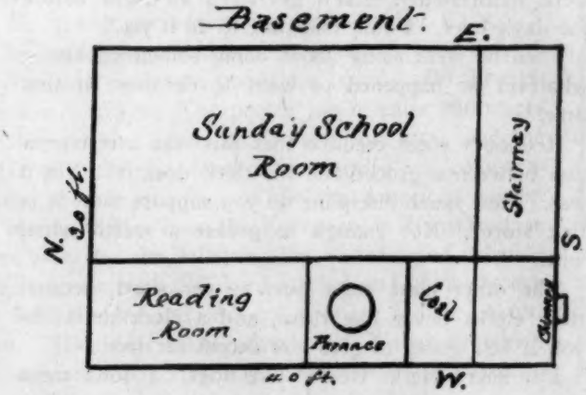
That's a pretty poor bluff at a description, but I'm afraid it's my best. The Stroller.—Grocery World.

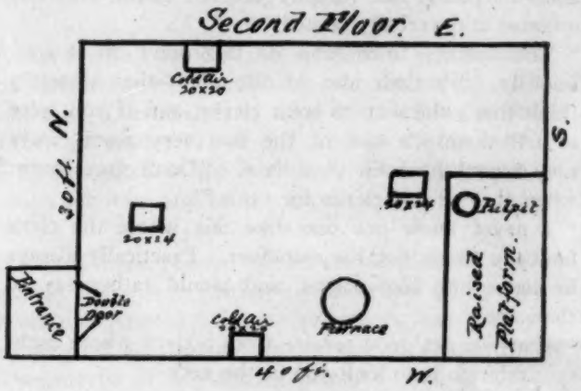
# Heating and Ventilating

## A PROBLEM IN HEATING.

To THE AMERICAN ARTISAN:

I would like to hear how other tinks would heat this church. You see by the plan that I have to heat two rooms in the basement and the ground floor at the same time. Now, I intend to place in the partition, close to the ceiling, a hot air register and take cold air




near the floor directly below the hot air for both rooms in the basement. Will I be able to heat the entire building at the same time?

Hoping to hear from some of my fellow-tinks through THE AMERICAN ARTISAN, I am,

YOUNG SNIPS.

## THE GASTEAM RADIATOR.

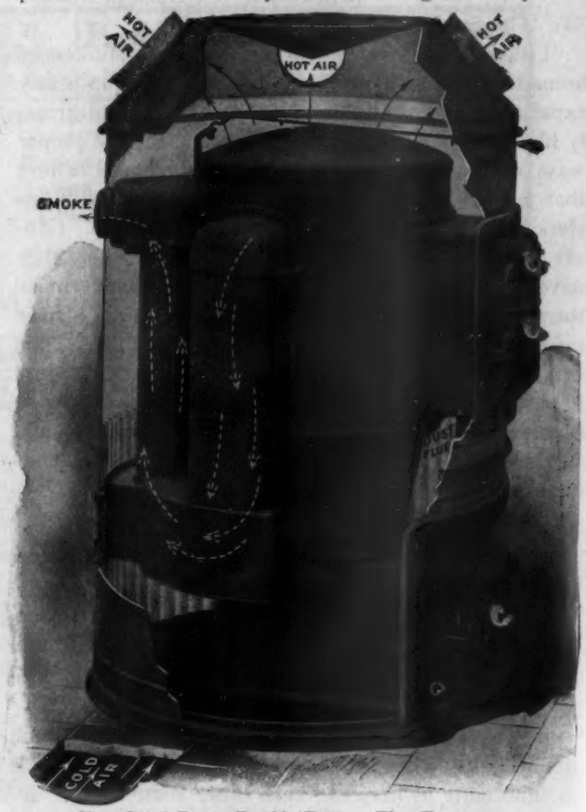
"You never saw a radiator like the one inside" is the catchy remark which compels the recipient to open up and examine the circular with which the Peck-Hammond Co. of Cincinnati, Ohio, calls attention to its new Gasteam radiator, which furnishes steam heat without a boiler, uses matches for kindling and gas for fuel.

This radiator is advocated by the manufacturers as being quick, convenient, automatic, and economical. It costs little to install and maintain and is said to be as simple to light as a gas jet and also healthful and odorless.

A booklet fully describing the Gasteam radiator will be sent on application by the manufacturers. Address The Peck-Hammond Co., 124 E. Pearl street, Cincinnati, Ohio, and when writing, kindly mention THE AMERICAN ARTISAN.

## BOYNTON NEW RETURN FLUE FURNACE.

Boynton's new enlarged steel dome return flue furnace, for coal and wood, is a late type of a wrought plate furnace. It has just been brought out by The




New Steel Dome Double Return Flue Furnace.

Boynton Furnace Co., 147-149 Lake street, Chicago, and 207-209 Water street, New York City.

The body and side pipes of this new furnace are made of the best rolled heavy wrought steel or iron,

Patent Round-Square Fire Pot.

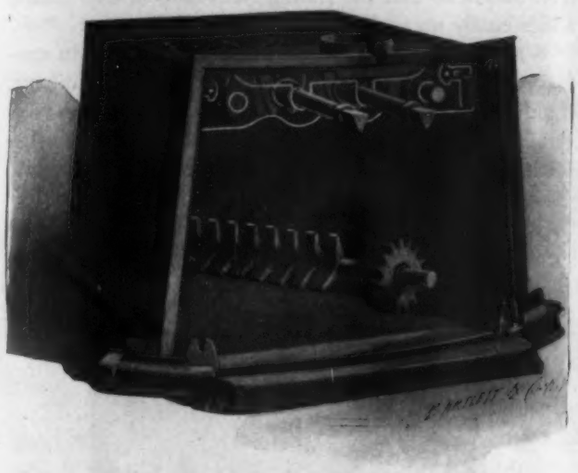
while the base, fire-pot, horseshoe radiator and grates are of the best brands and grades of gray cast iron. The amount of radiating surface combined in the body and draft pipes of this furnace, with its cast horseshoe radiator, is very large and so utilized in the construction that not an inch of the radiating surface is

lost. The smoke pipe damper is both direct and indirect and adjusted by a rod passing over the top of the furnace.

The radiator is easily cleaned and is adjusted to the furnace so as to secure the best circulation and the largest results in heating. The ash-pit is very large and the feed doors are made double, or in two parts, so that wood or large lumps of coal can be used without difficulty.

This new pattern, the manufacturers say, is a great improvement in many ways over all steel dome return flue furnaces and they expect for it a very large sale through the trade.

The Boynton new patent regulating ventilator and



**Patent Base and Adjustable Grate.**

smoke pipe damper is furnished with each furnace. Other new and improved features are also exclusive and protected by patents.

The general excellence of the Boynton constructions is maintained in this new furnace, which is made in four sizes, numbers 39, 43, 47, 55. The new patent corrugated fire-pot is round at the top and square at the bottom, allowing a large amount of grate surface. The grate is square, and triangular revolving bars are used, each of which can be removed and replaced separately through the ash-pit door with but little trouble. They are arranged with a patent clutch which holds them in proper position at all times.

Prices of the various sizes of the new furnace will be furnished on application. When writing, kindly mention THE AMERICAN ARTISAN.

## PARAGRAPHS.

The Simonds Heating & Specialty Co. has been incorporated at Fremont, Mich., to manufacture heating systems. The authorized capital stock is $40,000.

The Keystone Ventilating Company has been incorporated at Camden, N. J., with a capital of $50,000. E. L. Warple, Frank Adams, Jr., and M. M. Wilson are the incorporators.

The Ackroyd True Radiator Company has been incorporated at Plainfield, N. J., with a capital of $100,000. William H. Aspinwall, Floyd T. Woodhull, and Edson C. Martin are the incorporators.

Concerning the possibilities of a market for heating devices in southern France, U. S. Vice-Consul A. Piatti, writing from Nice, says in connection with a consular report: The item of heating is receiving attention, for despite the apparent thermometrical mildness of the climate the absence of proper heating has resulted in general complaints on the part of visitors, many of whom have not hesitated to say that they had not known what cold was until they came to Nice. The result has been that many owners are putting in heating plants, and that such are being ordered for the new buildings being constructed or being contracted for. Here again is an industry in which American manufacturers should in all reason have a virtual monopoly of the supply by the force of things, for it must be admitted that no others can compete either in price or excellence. In a previous report this consulate mentioned the case of a heating plant, which had been put in a house here, consisting in a great part of American materials, but which were sent here from Switzerland. It will readily be understood that at this rate heating appliances can not be expected to become popular, or indeed be within the reach of the average buyer.

## OBITUARY.

### Fred Goodrich.

Fred Goodrich, president and treasurer of the Taplin Mfg. Co., New Britain, Conn., died at his residence in that city December 2, aged 62.

Mr. Goodrich was born at Collinsville, Conn., November 20, 1844. He served through the Civil War and was later a clerk in the New York postoffice. In 1873 he entered the employ of Landers, Frary & Clark of New Britain, and traveled for that concern for over 20 years. He was a popular man in the best sense of the term and his death will be mourned by a large circle of friends in the trade. He leaves a widow, two sons and a daughter.

### Henry H. Clark.

Henry Herman Clark, president of the Clark Bros. Bolt Company of Milldale, Conn., and a pioneer of the American bolt industry, died December 4 at his residence in that city, aged 77. He was a leading and highly respected citizen of Milldale and was also president of the Ætna Nut Company of Southington, Conn.

### Henry Fredericks.

Henry Fredericks, former sheriff of Camden county, New Jersey, died at the home of his son, J. Wallace Fredericks, No. 602 Benson street, Camden, N. J., Nov. 20.

Mr. Fredericks was engaged extensively in the hardware and building supply business in Camden for a number of years preceding February, 1898. He was elected sheriff in 1870, was a member of Camden Lodge of Masons, and is survived by a widow and three sons.

### Andrew J. Waterman.

Andrew J. Waterman of Scituate, Mass., who died Nov. 17 aged 73, was for many years engaged in the hardware business there. He was a native of Scituate, had represented the district in the state legislature, and was long postmaster of the town. He left a wife and three sons.

# Tinshop

THE PUBLISHER IS PLEASED TO ANNOUNCE THAT THE AMERICAN ARTISAN WILL BE SENT FREE OF CHARGE FOR THE REMAINDER OF 1906 TO NEW SUBSCRIBERS FOR THE YEAR 1907. YEARLY SUBSCRIPTIONS SENT NOW WILL BE CREDITED TO THE END OF 1907.

## ROOFING FOR QUICK SHIPMENT.

The Garry Iron & Steel Co. of Cleveland, Ohio, report that they have on hand one of the largest stocks in the United States of sheet metal roofing material, all ready for quick shipment. In a communication to the roofing trade they say:

"Ship quick, quicker, quickest, is the demand from nearly everyone at this time of the year.

"The mills are already over-sold for next spring and we believe it will be very difficult to get material when the season opens. By placing your orders with us now for spring you will be thoroughly protected."

## BURGESS GEM FURNACES.

The Burgess Gem Furnaces manufactured for F. O. Schoedinger of Columbus, Ohio, can be worked out of doors in all kinds of weather without smoke, noise or odor. The Burgess Improved Up-to-date Gem No. 3 gasoline soldering furnace contains the following improvements: Slotted cast iron burners of such a shape that solder cannot clog them, new drip cup, new generator, and powerful heaters with which the largest size of coppers can be heated. The regulating valves have Alaska handles and the air and oil valves are supplied with stuffing nuts. The rubber bulbs are of black rubber, and the reservoir is pneumatic and fire-proof. Prices, etc., of the Burgess Gem furnaces will be cheerfully furnished by F. O. Schoedinger on application. When writing kindly mention THE AMERICAN ARTISAN.

## BANNER YEAR FOR CORTRIGHT ROOFING.

The December issue of the Cortright Metal Shingle Advocate, published by the Cortright Metal Company of Philadelphia and Chicago, contains a fond farewell to 1906 as the banner year for Cortright metal roofing. "But," says the editor, "this has been the consistent record of Cortright metal roofing for more than twenty years. Each year has been a banner year. We have doubled the capacity of our factory so often that it is like a thrice-told tale to write it down again. Although early in 1906 we made provision for the biggest year of all, the work was barely completed when we were in need of more mechanics, more room, more men. And again we prepare to largely increase the factory and the output."

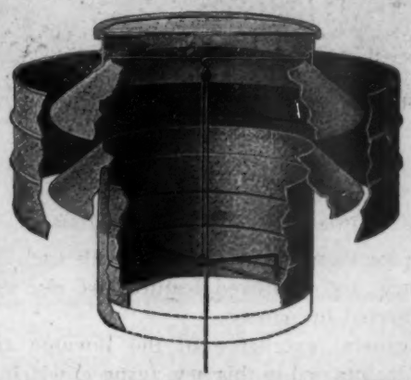
Among the many bright things in the December Advocate is the following: "The British patent medicine man who offered two bottles of his preparation as a reward to anyone who found it injurious must be a reincarnated roof tinker put out of business by Cortright metal shingles."

## BURT SKYLIGHT VENTILATORS.

The Burt Combination Skylight and Ventilator, made by the Burt Mfg. Company, Akron, Ohio, for use in factories, power-houses, boiler houses, residences, school houses, apartments and all other buildings where light and ventilation are needed, possesses several exclusive features not found in any other ventilator. First of these, and probably most important, is a patent damper which consists of a sliding sleeve and is operated from below by means of a cord and pulley. Great care is exercised in making the air-shaft perfectly round and it is strengthened by heavy iron bands, so that the sliding sleeve, being also round, slides easily up and down without friction.

When the sleeve is at its highest point, it is in contact with the top and completely closes the ventilator, making it absolutely storm proof. It obviates any liability to permit the entrance of water in stormy weather, with the consequent danger of its dripping down into the building.

The "Burt" is a combination ventilator and skylight, and whether the damper be opened or closed the light



Sectional View "Burt" Flat Glass-Top Ventilator.

of day is never obscured or shut out. The air shaft is always unobstructed and the temperature of the building can be easily and exactly regulated by the use of the sliding sleeve damper. This damper, too, having no flat surface, does not collect dust or refuse, to be shaken off into the building. It always remains in one position, is not affected by currents of air, and consequently requires no attention.

Every factory building should be equipped with some form of ventilator so as to secure pure air for the workers within the building. By the use of the Burt Ventilator, it is confidently claimed, the air of any building can be constantly changed and kept pure.

The Burt Mfg. Company point with pardonable pride to the fact that their ventilator is no experiment, but has stood the test of time, and they refer to many of the largest manufacturing concerns in the country who have installed Burt Ventilators. Some of these concerns, it is said, have had the "Burt" in use for nearly five years without incurring one cent of expense for repairs and without reporting even a leak.

The Burt Ventilator is sold under the manufacturers' guaranty to replace, free of charge, any ventilator which shall at any time be found to have been defective in workmanship and material. A very complete and tastefully arranged booklet tells the whole story of the "Burt" and gives a list of many large industrial

concerns by whom these ventilators have been installed. The booklet, with prices, etc., will be sent on request. When writing kindly mention THE AMERICAN ARTISAN.

## THE IDEAL RAIN-WATER CUT-OFF.

"Perfection at last" is claimed for the Ideal Rainwater Cut-off manufactured by F. O. Schoedinger of Columbus, Ohio. This cut-off is designed to meet a long felt want, that is, the need of a cut-off without a wire crank or other device to operate the shifting pipe, such a device being liable to break or twist off and thus destroy its usefulness. The "Ideal" is an open cut-off, permitting the removal of obstructions such as leaves, birds' nests, pieces of old shingles, etc., that otherwise must fill up the sewer pipe or wash into the cistern, which the wire screen of the "Ideal" prevents. With this cut-off it can always be seen which way the water runs and when the "Ideal" is attached to a building no more attention is required of the workman or the dealer, the cut-off being both simple and durable. Prices will be sent on request of F. O. Schoedinger, Department 2, 146-148 North 3d street, Columbus, Ohio. When writing kindly mention THE AMERICAN ARTISAN.

## AGATE METAL STEEL WARE.

To have held a position of pre-eminence in the world's markets for thirty years is an achievement of which any manufacturer may well be proud, and for thirty years, the Lalance & Grosjean Mfg. Company assert, their Agate Nickel Steel Ware has been the standard of the world. Their cooking utensils are popular and deservedly so, and like other good goods they pay the penalty of popularity by being imitated. The manufacturers therefore warn dealers to beware of imitations, and point out that each genuine article has the well-known Agate trademark burnt in the enamel and is guaranteed for five years. It is an interesting point to remember that the first enameled ware and blue and white ware made in this country was made in the mills of the Lalance & Grosjean Mfg. Company, who can be addressed at New York, Chicago, or Boston. When writing, kindly mention THE AMERICAN ARTISAN.

## A METHOD OF RE-NICKELING.

An electro-deposited film of nickel will not adhere to nickel or to a surface that has been coated with a layer of nickel on some former occasion, the reason being presumably that the surface bears a thin film of oxide. Good adhesion, however, can be obtained if the object is made a cathode for a short time in a bath of dilute hydrochloric acid of about 11 per cent strength, the current density being 8 amperes per square decimeter. The article is then quickly rinsed in water and introduced into the nickeling bath, which should, says the Mechanical World, be composed of 80 grams of nickel ammonium sulphate dissolved in one litre of water. The depositing current should have an E. M. F. of 3.8 volts and a density of 2 amperes per square decimeter, the temperature being kept at 18 degrees Centigrade.

## NOTES AND QUERIES.

### CONSTRUCTION OF ELECTRO-MAGNETS.

From O. E. Clark, 383 Marshall Ave., Columbus, O.

Kindly inform me where I can obtain data, rules, etc., for the construction of electro-magnets.

Ans.—The publishers of Telephony, 336 Manhattan building, Chicago, or of The Western Electrician, 510 Marquette building, Chicago, can undoubtedly give you the information you require.

### CARPET SWEEPER AND MOP HANDLES.

From The Reed Mfg. Co., Newark, N. Y.

Kindly give us the names of manufacturers of carpet sweeper and mop handles.

Ans.—Baker-McMillan Co., Akron, Ohio; Morgan Mfg. Co., Wyaconda, Mo.; American Fork & Hoe Co., Cleveland, Ohio; G. W. Johnson & Co., Sultan, Wash.; Oakland Mfg. Co., Gardiner, Maine; Lobdell & Bailey Mfg. Co., Onaway, Mich.; De Forest A. Stratton, Tower, Mich.

### CORRUGATED GALVANIZED TANKS.

From Kuempel Bros., Guttenberg, Ia.

Would you kindly inform us where we can buy corrugated galvanized tanks.

Ans.—O. K. Harry Steel Works, 2340 Papin street, St. Louis, Mo.

### WIRE AND SCREW GAUGES.

From Chas. Beed & Sons, Hampton, Iowa.

Will you please tell us on what system of measurement the wire and screw gauges are based—whether the metric system or our scale of inches is used?

Ans.—American wire and screw gauges are stated in decimal parts of an inch. For much useful information regarding these gauges see the catalogue of Brown & Sharpe Mfg. Co., Providence, R. I.

### GYMNASIUM APPARATUS.

From Harder & Feuerbach, Stanwood, Iowa.

Please let us know where we can buy gymnasium apparatus.

Ans.—A. G. Spalding & Bros., 149 Wabash Ave., Chicago.

### FLORENCE KEROSENE HEATING STOVE.

From J. D. Fraley & Son, Albion, Iowa.

Can you tell me who makes the Florence kerosene heating stove?

Ans.—Central Oil & Gas Stove Company, Gardner, Mass.

### REVOLVING METAL SCREW CASE.

From Lewis & Patrick, Clare, Mich.

Will you kindly inform us who manufactures a revolving metal screw case?

Ans.—American Bolt & Screw Case Co., Dayton, Ohio.

### THE JONES REGISTER.

From F. O. Schoedinger, Columbus, Ohio.

Please advise if you know who manufactures the Jones register.

Ans.—United States Register Co., Battle Creek, Mich.

### TINNING PROCESS FOR SHEET IRON, ETC.

From Kliner, Lang & Sharmann Co., Marshfield, Wis.

Will you kindly tell us how to tin metals, as sheet iron and gray iron?

Ans.—The following process for tinning iron in the cold without apparatus is given on page 26 of THE

AMERICAN ARTISAN'S "Workshop Manual": "Carefully clean the article to be tinned, seeing that it is free of oxide and grease spots. Chemical or mechanical means may be employed in cleaning. Then take the best zinc powder, which may be readily obtained by melting zinc and pouring it slowly into water in a thin stream, when it can be easily pulverized after solidification. Next have ready a solution of protochloride of tin containing about 5 to 10 per cent of tin salt, to which as much pulverized cream of tartar must be added as will go on the point of a knife. The object to be tinned may now be moistened with the solution, after which it should be rubbed hard with the zinc powder. The tinning appears at once. The tin salt is decomposed by the zinc, metallic tin being deposited."

MANUFACTURERS OF WOOD SCREWS, ETC.

From Ben H. Harvin, Harvin, S. C.

Kindly give me names of manufacturers of wood screws, etc.

Ans.—American Screw Company, Providence, R. I.; Bridgeport Gun Implement Co., Bridgeport, Conn.; Columbia Screw Company, 16th and Cottage Grove Ave., Chicago, Ill.; Corbin Screw Corporation, New Britain, Conn.; Henry Disston & Sons, Inc., Philadelphia, Pa.; Humason & Beckley Mfg. Co., New Britain, Conn.; Penn Hdw. Co., Inc., Reading, Pa.; Reed & Prince Mfg. Co., Worcester, Mass.; Russell & Erwin Mfg. Co., New Britain, Conn.; Sargent & Co., New Haven, Conn., and 151 Leonard street, New York; Southington Cutlery Co., Southington, Conn.; Standard Screw Co., 2 N. Canal street, Chicago; Union Steel Screw Co., 1741 Case Ave., Cleveland, O.; Wire Goods Co., Worcester, Mass.; Upson Nut Co., Unionville, Conn., and Cleveland, O.

## ITEMS.

Bollinger & Durant have succeeded P. W. Bollinger, tinners, at Strand, Okla.

Brown & Dick, of Plymouth, Ohio, are building a new plant for the manufacture of their eave trough hangers and plumbers' specialties.

The W. S. Burn Manufacturing Company, New Haven, Conn., manufacturer of metal goods, announces that it will retire from business.

The American Sheet and Tin Plate Company has presented to the city of Canal Dover, Ohio, the books and furnishings for its public reading room.

H. C. Seuffert of Caledonia, Minn., writes THE AMERICAN ARTISAN under date of Dec. 3, as follows: "Having again secured a tinner through your paper, I wish to thank you for the want ads. which you have inserted for me."

E. J. Johnson & Company of 38 Park Row, New York, own quarries in Pennsylvania and Vermont from which a fine quality of roofing slate is obtained and the company quote prices on the same, delivered anywhere. They also furnish slate blackboards for school and college use. Booklet and complete price-list will be sent on application.

A new three-story brick factory, 25 x 125 feet in dimensions, is being erected to partly accommodate the growing business of the Gerock Brothers Mfg. Company, St. Louis, Missouri. New and modern machinery will be installed in the new building, including everything necessary for the up-to-date manufacture of sheet metal ornaments of all kinds, and the company will be better prepared than ever before to undertake this kind of work. They make a specialty of detail work and their catalogue will interest all sheet metal workers. It will be sent on request. Address Gerock Brothers Mfg. Company, 1227 Manchester avenue, St. Louis, Missouri.

Flat crimp conductor elbows, when they bear the trade mark of Ferdinand Dieckmann, enjoy the distinction, it is said, of being the only conductor elbow that is made of one piece of metal. Mr. Dieckmann makes 1,225 varieties in all styles and angles, and is well qualified to know the best for the market. His goods are the heaviest gauge elbows offered and are for sale by jobbers. He invites any dealer whose jobber does not carry Dieckmann goods to write him at Station B, Cincinnati, Ohio, and he will send names of jobbers having stock on hand. Dealers can also send to Mr. Dieckmann for catalogue, samples, and prices on copper and heavy gauges.

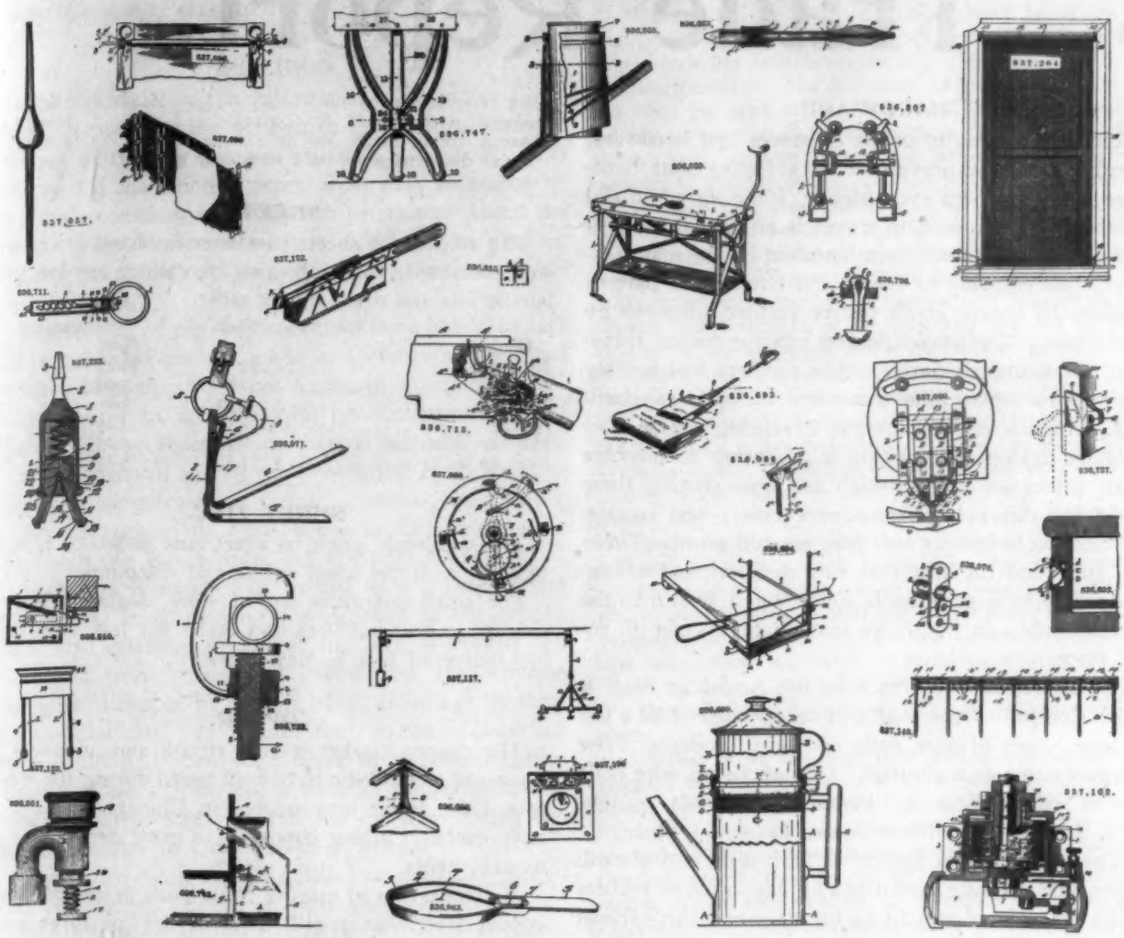
The Boston branch of the H. W. Johns-Manville Co. will move, within a few days, into larger and more commodious quarters at 55-57-59 High street, Boston, Mass. The entire seven-story building will be occupied by the office, sales and shipping rooms of the company, and will provide every facility for doing business comfortably, conveniently and promptly. Pneumatic tubes for prompt delivery of orders to the shipping room, etc., are being installed, and increase of space will enable the company to carry a much larger stock on hand than ever before, and thus meet the steadily increasing demand in Boston, its neighborhood, and the New England states for the various products of the company.

## ZINC IN BRITISH COLUMBIA.

The Canadian government has published the report of an exhaustive inquiry into the zinc resources of British Columbia, and the conditions affecting their exploitation. It is hoped, says an Ottawa correspondent, that the data furnished by this report may lead to the development of many properties, in which the failure to separate zinc from iron, silver, and lead has resulted in the discarding of what may now prove a most valuable part of the ore products. Zinc is of common occurrence among silver and lead ores in southern British Columbia, but instead of adding to the value of the latter, it has, as its richness increased, resulted in the closing of more than one mine in the Clocan district. The utilization of proper methods of separation may easily lead to a revival of many workings now practically dead.

Women swing a thirty-six pound hammer at the forge, making chains and nails, for $1.92 a week of six days of twelve hours each in the villages of Brownsgrove, Sidemon and Cradley Heath, situated in one of the prettiest sections of the midland country of England.

# NEW PATENTS.



836,663—Gas soldering iron. Henry Berg, Orange, N. J. Filed July 13, 1905. Serial No. 269,450.

836,680—Range base. John J. Geis, Kansas City, Mo. Filed Feb. 23, 1906. Serial No. 302,384.

836,692—Drawer pull. Frank G. Marbach, Medina, Ohio. Filed March 23, 1906. Serial No. 307,619.

836,693—Pocketbook protector. Cecil T. Marshall, Wetaskiwin, Northwest Territories, Canada. Filed Aug. 18, 1904. Serial No. 221,233.

836,694—Bread cutter. Lambert G. Meyer and Emil P. Dehullu, Detroit, Mich. Filed March 29, 1906. Serial No. 308,647.

836,699—Coffee pot. William H. McLaren, Hamilton, Ontario, Canada. Filed Feb. 5, 1906. Serial No. 299,423.

836,711—Combination tool. Samuel Rothschild, Little Falls, N. Y. Filed July 21, 1906. Serial No. 327,112.

836,713—Trigger mechanism for automatic firearms. Jens T. S. Schouboe, Holte, Denmark. Filed Aug. 7, 1905. Serial No. 273,087.

836,733—Pipe wrench. David D. Barnum, Worcester, Mass. Filed May 5, 1906. Serial No. 315,283.

836,737—Hinge setting tool. Robert M. Connely, Santa Ana, Cal. Filed Nov. 25, 1905. Serial No. 289,055.

836,745—Furnace attachment. Myron J. Ferren, Washington, D. C. Filed Jan. 3, 1906. Serial No. 294,343.

836,747—Boiler stand. Charles H. Foster, St. Louis, Mo. Filed Nov. 4, 1904. Serial No. 231,324.

836,786—Threadless bolt and nut. Jacob J. Souder, Washington, D. C. Filed May 10, 1905. Renewed April 13, 1906. Serial No. 311,556.

836,807—Horseshoe attachment. Joseph H. Fink, Kansas City, Mo., and Raymond Andlauer, Kansas City, Kan., assignor, by direct and mesne assignments, of five-eighths to said Fink, two-eighths to said Andlauer, and one-eighth to Henry Chick and Anthony L. Clark, Kansas City, Mo. Filed Jan. 29, 1904. Serial No. 191,153.

836,810—Window fastener. Edward F. Kapus, St. Joseph, Mo. Filed March 29, 1906. Serial No. 308,780.

836,835—Sight for firearms. Friedrich A. Schanz, Dresden, Germany. Filed Sept. 9, 1903. Serial No. 172,524.

836,931—Spraying nozzle. Charles A. Koepnick, Dayton, Ohio, assignor to F. J. McCormick, Dayton, Ohio. Filed Feb. 19, 1906. Serial No. 301,734.

836,933—Roof flange. John C. Lauth, Rochester, N. Y. Filed May 4, 1906. Serial No. 315,155.

836,939—Attachment for stoves. Clarence A. Notman, Alliance, Ohio. Filed Nov. 7, 1905. Serial No. 286,222.

836,971—Hitching device. George W. Hazlewood, Mineral Wells, and Henry C. Robinson, Fort Worth, Tex. Filed Dec. 7, 1905. Serial No. 290,859.

836,976—Sash fastener. Nels Johnson, Colorado Springs, Colo. Filed Jan. 31, 1906. Serial No. 298,865.

836,983—Cooking utensil. Frank Millwee, Marlow, Ind. Ter. Filed Oct. 10, 1905. Serial No. 282,204.

836,988—Saw. Joshua Oldham, New York, N. Y. Filed Sept. 20, 1905. Serial No. 279,352.

837,057—Fishing float. George E. Hall, Akron, Ohio. Filed Jan. 19, 1906. Serial No. 296,910.

837,060—Metal-planing machine. Cornelius O. Harley, Springfield, Mass. Filed Feb. 7, 1906. Serial No. 299,905.

837,080—Fishing reel. Albert E. Latta, Washington, D. C. Filed June 22, 1906. Serial No. 322,882.

837,090—Metal building construction. John F. Makowski, San Francisco, Cal., assignor to Charles J. Greenwalt, San Francisco, Cal. Filed Jan. 19, 1906. Serial No. 296,758.

837,096—Window fixture. Charles A. Moore, Jr., New Castle, Pa. Filed July 10, 1906. Serial No. 325,507.

837,100—Lock. James J. Murphy, Terryville, Conn., assignor to Eagle Lock Co., Terryville, Conn., a corporation. Filed May 18, 1906. Serial No. 317,430.

837,117—Horseshoe tool. Martin S. Reigh, Pittsburg, Pa. Filed July 10, 1906. Serial No. 325,466.

837,123—Curtain fixture. William Rincker, Allegheny, Pa. Filed Feb. 26, 1906. Serial No. 302,944.

837,140—Garden rake. John M. Smyth, Plato, Ky., assignor of one-half to T. V. Ferrell, Somerset, Ky. Filed June 8, 1906. Serial No. 320,782.

837,162—Combined door check and closer. Frederick A. Waldron, Stamford, Conn., assignor to The Yale & Towne Manufacturing Company, Stamford, Conn. Filed Jan. 9, 1906. Serial No. 295,293.

837,172—Ice-cutting tool. Frank D. Woodford, San Jose, Cal. Filed Jan. 25, 1906. Serial No. 297,795.

837,204—Window screen. Martin M. Eidsmore, Blanchardville, Wis. Filed Aug. 25, 1905. Serial No. 275,826.

837,225—Wrench. Jurney H. Holman, Unionville, Mo. Filed Aug. 24, 1906. Serial No. 331,933.

# Trade Report.

## HARDWARE.

Recent advances in prices of stoves and hardware, together with the prevalence of a feeling that hardware prices may go even higher, while an additional advance of 5 per cent on stoves is altogether likely—in fact, has been more than hinted at by the manufacturers—all combine to create a desire on the part of retailers to secure goods before further advances go into effect. The wholesale and jobbing trades, therefore, are extremely active, while retailers find holiday business to replace the movement of builders' hardware which is checked by the advancing season.

Many dealers are waiting until spring to advance retail prices on goods which are now costing them more, but this policy seems unnecessary and unwise. The retailer might as well take his full profit. Times are good and the fact that raw material and wholesale prices have gone up is well enough known to the general public to justify an immediate advance in retail prices.

Announcement was made by the American Steel & Wire Company December 4 of an advance of $2 a ton in base prices of wire nails and wire products. The advance came as a surprise. Quotations on wire nails are as follows, f. o. b. Pittsburg: Carloads, to jobbers, $2.00; to retail merchants, $2.05.

The advance also applies to barb wire and smooth fence wire, making quotations on barb wire to jobbers $2.15 for painted and $2.45 for galvanized in carload lots; to retailers, five cents higher; smooth wire, $1.85 to jobbers and $1.90 to retailers, all f. o. b. Pittsburg.

## TIN PLATE.

There continues to be a strong demand for tin plates at $4.00 for 100-lb. coke plates, f. o. b. New York, and $3.90 f. o. b. Pittsburg. Tin plate is very active abroad. The price on 20x14 in London has advanced 10½d and is now 15s 3d. Oil plates, 18¾x14, are held at 15s 1½d. The shortage of bars handicaps Welsh makers.

The American Sheet & Tin Plate Company is now operating all of its tin plate plants, except Humbert, Morewood and Anderson. These three plants have been idle since the spring of 1905, but contain only 21 mills, while the plants in operation contain 232 mills or practically the full capacity of the company. Stocks at the mills are said to be unusually light.

It is rumored in Pittsburg that an advance of 10c in the base price of tin plates is probable within a week.

| | |
|---|---|
| American coke tins, I. C., from store, New York: | |
| Bessemer steel, 107 lbs., 14x20 | $4.55@4.60 |
| Bessemer steel, 100 lbs., 14x20 | 4.40@4.45 |
| Bessemer steel, 95 lbs., 14x20 | 4.30@4.35 |
| Bessemer steel, 90 lbs., 14x20 | 4.20@4.25 |
| American charcoal ternes, 8-lb. coating— | |
| Worcester grades, 14x20, 107 lbs | $4.50@4.55 |
| Worcester grades, 14x20, 100 lbs | 4.35@4.40 |
| Worcester grades, 20x28, 200 lbs | 8.25@8.30 |
| For prompt shipment f. o. b. mill— | |
| Coke tins, 14x20, I. C | $4.05@4.10 |
| Coke tins, 14x20, 100 lbs | 3.90@3.95 |
| Coke tins, 14x20, 95 lbs | 3.85@3.90 |
| Coke tins, 14x20, 90 lbs | 3.80@3.85 |
| Charcoal terne, 20x28, I. C | 7.50@7.55 |
| Charcoal terne, 20x28, 200 lbs | 7.20@7.25 |

Usual differences for odd sizes and weights.

## SHEETS.

The market for sheets continues firm and prices are well sustained. The following quotations are for 500-bundle lots and over, f. o. b. mill:

| | Black. | —Galvanized.— | |
|---|---|---|---|
| Gauge. | Net. | Net. | List |
| No. 30 | $2.85 | $4.15 | 21 |
| No. 29 | 2.75 | 3.90 | 19 |
| No. 28 | 2.60 | 3.65 | 17 |
| No. 27 | 2.50 | 3.45 | 16 |
| Nos. 25 to 26 | 2.45 | 3.25 | 15 |
| Nos. 22 to 24 | 2.40 | 3.05 | 14 |

## SHEET ZINC.

The wholesale price on sheet zinc is $8.00, f. o. b. smelter, with the usual extras and discounts.

For small quantities out of store, dealers are quoting $8.50 for cask lots and $9.00 for less than cask lots delivered f. o. b. New York.

## COPPER.

The copper market is very strong and advances in Lake and electrolytic have been noted during the week, spot Lake being now quoted in Chicago at 24⅛ to 24⅝ cents. Casting copper is in good demand at 24 to 24½ cents.

A comparison of closing New York prices for Lake copper December 4 with those of the last three years shows the following: 1906, 23 cents; 1905, 18 cents; 1904, 15¼ cents; 1903, 12 cents.

Copper production appears to be well sold up to the spring of 1907 and as an enormous demand is expected next year it appears altogether probable that the high point in prices has not yet been touched. Electricians are confident that the trunk lines of railway will be electrified within the next few years and for this work copper will be needed in enormous quantities, which will tend to maintain prices. The advance in copper prices abroad is even more marked than in the home market, and as demand is growing faster than supply there seems to be little doubt of the effect in the future. A significant fact of recent occurrence was the sale by the Calumet & Hecla Company of more than 20,000,000 pounds of copper to domestic and foreign consumers, for first quarter delivery, at 22½ cents.

Extreme fluctuations for this year:

| | Highest. | Lowest. |
|---|---|---|
| Electrolytic copper, spot | 22⅜ | 17.62½ |
| Lake copper, spot | 22.75 | 17.75 |
| Casting copper, spot | 22¼ | 17.50 |
| London, spot | £103 0 0 | £76 17 6 |
| London, futures | 103 10 0 | 74 5 0 |
| London, best selection | 107 0 0 | 83 10 0 |

## MERCHANT BARS.

Most mills are still behind in making deliveries on outstanding contracts for steel bars and it will probably be months before they catch up with specifications. Prices on common iron bars are quoted at Chicago from $1.71½ to $1.76½, the latter being the

ruling price, and at Pittsburg $1.80 to $1.85. Steel bars are quoted at $1.76½, Chicago. Higher prices are expected to rule early in 1907.

## PIG IRON.

The purchase by the International Harvester Company of 12,000 tons of British iron constituted the feature of the pig iron market since last report. It is announced that another large order may be placed by the same company unless British prices soar above the limit. This foreign iron, it is said, will be used in making machinery for export, so as to secure the rebate of duty.

Production of pig iron continues very heavy, in fact the remarkable records made in October are believed to have been equaled if not beaten in November. Demand seems to increase with production, and complaints of car shortage are heard from all quarters. The approach of severe winter weather is regarded as likely to complicate the freight situation.

An advance of 25 cents a ton in freight rates on Southern pig is scheduled for the near future.

Spot iron is snapped up as fast as it is offered and there is a brisk demand for delivery in the second and third quarters next year for both Northern and Southern irons. Southern ironmasters are reported badly handicapped by lack of labor, as well as by shipping difficulties. It is said that 20,000 able-bodied men could find immediate work in the Birmingham district alone. Spot No. 2 foundry, Birmingham, is now quoted at $23 and iron for delivery during the second quarter at from $18.50 to $19.

Orders for Scotch and English iron are being placed into the second quarter of next year.

The following quotations are for first quarter, 1907:

CHICAGO MARKET.

| | |
|---|---|
| Lake Superior charcoal | $26.00@26.50 |
| Northern foundry No. 1 | 26.00@26.50 |
| Northern foundry No. 2 | 25.50@26.00 |
| Northern foundry No. 3 | 25.00@25.50 |
| Northern Scotch foundry | 26.00@26.50 |
| Ohio strong softeners No. 1 | 26.30 |
| Ohio strong softeners No. 2 | 25.80 |
| Southern foundry No. 1 | 25.40@25.90 |
| Southern foundry No. 2 | 24.90@25.40 |
| Southern foundry No. 3 | 24.40@24.90 |
| Southern foundry No. 4 | 23.90@24.40 |
| Southern No. 1 soft | 25.40@25.90 |
| Southern No. 2 soft | 24.90@25.40 |
| Southern gray forge | 23.90@24.40 |
| Southern mottled | 23.40@23.90 |
| Malleable Bessemer | 25.50@26.00 |
| Standard Bessemer | 25.50@26.00 |

BIRMINGHAM MARKET.

| | |
|---|---|
| No. 1 foundry | $21.50@22.50 |
| No. 1 soft | 22.00@23.00 |
| No. 2 foundry | 21.00@22.00 |
| No. 2 soft | 21.00@22.50 |
| Gray forge | 19.00@20.00 |

PITTSBURG MARKET.

| | |
|---|---|
| No. 2 northern | $23.35@23.85 |
| Gray forge | 21.35@22.35 |
| No. 2 southern | 25.60@26.60 |
| Gray forge, southern | 23.60@24.60 |
| Bessemer | 22.85@23.35 |
| Basic | 22.85 |

Rogers, Brown & Co., Cincinnati, will say in their weekly report:

"Small change can be noted in the market conditions over a week ago. Quietness prevails, which, while not in any sense resulting in dullness, has taken the sharp edge off the large buying of a few weeks past. There is continued brisk inquiry for iron for 1907 delivery, especially during the second quarter, and this has gradually developed into some tonnage for last half of 1907. Prices, however, on business for these extended deliveries are so irregular as to make satisfactory handling quite difficult.

"Great hardships are being experienced by sellers and consumers in obtaining anything like adequate movement of iron which has been sold, and which is needed desperately by manufacturers. The movement of coke, while some better than pig iron, is far from what it should be and is adding its share to the unfortunate condition of many foundries. There is some accumulation of stocks at furnaces on account of inability to get cars, and at other points furnaces are being very seriously handicapped by lack of proper transportation for raw material. Throughout the entire South this feature has daily assumed more disagreeable proportions, it being hard to tell when relief will come.

"A considerable tonnage of foreign iron has already been landed and distributed in the East and has met an urgent demand which sprang up within the last two months, almost the entire tonnage having been sold before arrival. It is becoming more and more questionable whether foreign iron can be imported after the first of the year at anything like the advantage it has been during the last two months. The available supply of English iron is limited, as it has been heavily drawn upon by both Germany and the United States. As a result, the foreign markets are advancing rapidly and what foreign material is imported from now on will only be so at a much higher price than at present.

"Coke prices continue strong, with prospects of advance, and shipments still continue far below normal on account of inadequate car supply. The first severe winter weather that comes along will result in curtailing even this."

Matthew Addy & Company will say in their weekly report:

"Sellers of pig iron have their mail filled these days with requests for faster shipments, or in many cases with demands for shipments before the contract time. December shipment to the ironmaster necessarily means any time in December, but many consumers seem to feel that it means the first day of December, or at least the first week of the month. These importunities to anticipate shipments speak eloquently of the pressure under which the trade is working. There is everywhere more business than can well be done. Consumers are anxious to get iron ahead for the winter. As yet the weather has not in any way interfered either north or south with furnace operations, or with railroad traffic, yet the railroads are now very short of cars and freight is making poor time. What is to be expected when winter really upsets things is easily imagined. The delays of the furnaces in shipping at present come almost entirely from a lack of empties.

"This week has seen a growing interest in buying for forward shipment. Some time ago it seemed as if trade for far ahead deliveries was somewhat slackening, but if that was really the case it is not so at present. There has been a large demand for all kinds of material for shipment over the first and second quarters of next year, as well as considerable inquiry as to what can be done for the third and fourth quarters. Of course what may happen during the last half of 1907 is now pretty nearly guesswork, but it is certain that the same strenuous conditions that exist to-day will continue during January, February and March, and it is just about as sure that there can be no change of moment during April, May and June. The furnaces of the country to-day have their order books practically filled for the first half of the year. The tonnage free to sell does not amount to much. And there are many furnaces that can ship no iron on new orders until after May and June. As for the first quarter of the year, it is safe to say that fully 90 per cent of the estimated production for that time is under contract. This is an almost unprecedented condition of affairs.

"Sales of spot iron continue at high prices. Quotations are still exceedingly irregular, and vary two or three dollars a ton.

"Coke is selling freely, and consumers are complaining of difficulties in getting coke shipped, delivered, as the railroads are slow."

# Current Hardware and Metal Prices.

**THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.**

## METALS.

### FIRST QUALITY BRIGHT PLATES.

| | | Per Box |
|---|---|---|
| IC | 14x20 | $7 30 |
| IX | 14x20 | 8 25 |
| IXX | 14x20 | 9 40 |
| IXXX | 14x20 | 10 65 |
| IXXXX | 14x20 | 11 80 |
| IC | 20x28 | 14 50 |
| IX | 20x28 | 16 50 |
| IXX | 20x28 | 18 95 |
| IXXX | 20x28 | 21 35 |
| IXXXX | 20x28 | 23 75 |

### COKE PLATES.

| | | | |
|---|---|---|---|
| Cokes, 180 lbs | IC | 20x28 | $9 00 |
| Cokes, 200 lbs | IC | 20x28 | 9 35 |
| Cokes, 216 lbs | IC | 20x28 | 9 75 |
| Cokes 270 lbs | IX | 20x28 | 11 70 |

### PIG IRON.

| | |
|---|---|
| Lake Sup. Charcoal | $26 00@$26 50 |
| North'n Fdy., No. 1 | 26 00@ 26 50 |
| North'n Fdy., No. 2 | 25 50@ 26 00 |
| North'n Fdy., No. 3 | 25 00@ 25 50 |
| Northern Scotch Fdy. | 26 00@ 26 50 |
| Ohio Strong Softeners, No. 1 | 26 30 |
| Ohio Strong Softeners, No. 2 | 25 80 |
| Southern Fdy., No. 1 | 25 40@ 25 90 |
| Southern Fdy., No. 2 | 24 90@ 25 40 |
| Southern Fdy., No. 3 | 24 40@ 24 90 |
| Southern Fdy., No. 4 | 23 90@ 24 40 |
| Southern No. 1 Soft | 25 40@ 25 90 |
| Southern No. 2 Soft | 24 90@ 25 40 |
| Southern Gray Forge | 23 90@ 24 40 |
| Southern Mottled | 23 40@ 23 90 |
| Southern Silveries, 4 to 6 per cent Silicon | 27 40@ 29 90 |
| Jackson Co. Silveries, 8 to 10¢ Silicon | 31 40@ 33 40 |
| Ala. and Geo. Car Wheel | 28 40@ 28 90 |
| Malleable Bessemer | 25 50@ 26 50 |
| Standard Bessemer | 25 50@ 26 50 |
| Basic, Pittsburg | 22 85 |

### BLACK STEEL SHEETS.

| | |
|---|---|
| Nos. 11-12 per 100 lbs | $2 50 |
| Nos. 13-14 per 100 lbs | 2 55 |
| Nos. 15-16 per 100 lbs. | 2 60 |
| Nos. 17-21 per 100 lbs. | 2 65 |
| Nos. 22-24 per 100 lbs. | 2 70 |
| Nos. 25-26 per 100 lbs. | 2 75 |
| No. 27 per 100 lbs. | 2 80 |
| No. 28 per 100 lbs. | 2 90 |

### GALVANIZED.

| | |
|---|---|
| Nos. 10-11 per 100 lbs. | $2 90 |
| Nos. 12-14 per 100 lbs. | 3 00 |
| Nos. 15-16 per 100 lbs. | 3 10 |
| Nos. 17-21 per 100 lbs. | 3 25 |
| Nos. 22-24 per 100 lbs. | 3 40 |
| Nos. 25-26 per 100 lbs. | 3 60 |
| No. 27 per 100 lbs. | 3 80 |
| No. 28 per 100 lbs. | 4 00 |

### POLISHED SHEET STEEL.

| | |
|---|---|
| No. 24 per 100 lbs. | $4 80 |
| No. 26 per 100 lbs. | 4 90 |
| No. 27 per 100 lbs. | 5 00 |
| No. 28 per 100 lbs. | 5 10 |

### SMOOTH STEEL.

| | |
|---|---|
| Wood's Smooth, No. 20 | $3 05 |
| " " No. 22-24 | 3 10 |
| " " No. 25-26 | 3 15 |
| " " No. 27 | 3 20 |
| " " No. 28 | 3 30 |

### PATENT PLANISHED SHEET STEEL.

| | |
|---|---|
| Patent Planished Sheet Steel "A" $10 20, "B" | $9 20 |
| Dickey Planished Sheet Steel | 8½c |

### GALVANIZED IRON. Regular Sizes.

| | |
|---|---|
| No 16, per 100 lbs. | $3 20 |
| Nos. 18 & 20, per 100 lbs | 3 35 |
| Nos. 23 & 24, per 100 lbs. | 3 70 |
| No. 26, per 100 lbs | 3 00 |
| No. 27, per 100 lbs | 3 50 |
| No. 28, per 100 lbs | 3 70 |
| No. 30, per 100 lbs | 3 90 |
| No. 22 & 24 x 36 in., per 100 lbs. | 3 10 |
| No. 26 x 36 in., per 100 lbs. | 3 90 |
| No. 27 x 36 in., per 100 lbs. | 4 10 |
| No. 28 x 36 in., per 100 lbs | 4 30 |

### SOLDER.

| | |
|---|---|
| XXX Guaranteed ½ & ½ per lb. | 29 c |
| Commercial ½ & ½ per lb. | 28½c |
| No. 1 Plumbers | 27 c |

### SHEET ZINC.

| | |
|---|---|
| 600 lb. Casks case, per cwt, | 8 00 |
| 600 lb. Casks per cwt. | 8 00 |
| Sheets per cwt | 8 90 |

### COPPER.

| | |
|---|---|
| Copper | base, 26c |

### TIN PIGS AND BARS.

| | |
|---|---|
| Banca, pigs, per lb | 35@35½c |
| Straits, pigs, per lb | 35c |
| Straits in bars, per lb | 37c |

### LEAD.

| | |
|---|---|
| American Pig | $4 60@$4 62½ |
| Bar | 6½c |
| National (White) brands (in less than 100 lb. lots), per lb | 7½c |

*Sheet.*

| | |
|---|---|
| Full coils per 100 lbs. | $7 00 |
| Cut coils per 100 lbs. | 7 25 |

## HARDWARE.

### ADZES.

*Carpenters'.*

| | |
|---|---|
| Triumph | 40&10% |
| Plumbs | 50&5% |

*Coopers'.*

| | |
|---|---|
| Barton's | 20% |
| White's | 15% |

*Railroad.*

| | |
|---|---|
| Triumph | 40&5% |
| Plumbs | 50% |

*Ship.*

| | |
|---|---|
| Triumph | 33⅓&5% |
| Plumbs | 40% |
| White's | 13⅓% |

### AMMUNITION.

*Caps, Percussion—per 1,000.*

| | |
|---|---|
| F. L. Waterproof, 1-10s | 40c |
| G. D. | 35c |
| Musket | 60c |

*Cartridges.*

| | |
|---|---|
| Winchester Rim Fire Ctgs. | 50&3% |
| Winchester Cent Fire, Pistol and Rifle | 25&3% |
| Winchester Cent Fire, Military and Sporting Ctgs | 15&8% |
| Winchester Blank Ctgs. 22 cal. | $1 25 |
| Winchester Blank Ctgs. 32 cal., C. F. | 4 60 |
| Winchester BB Caps, Rnd. ball | 1 50 |
| Winchester BB Caps, Conical ball | 1 95 |
| Winchester Cent. Fire, Military and Sporting Ctgs | 15&8% |

*Primers.*

| | |
|---|---|
| Berdan Primers | $1 00 |
| Winchester Primers | 20% |

*Shells.*

| | |
|---|---|
| New Rival Empty Paper Shells, 10 and 12 gauge | 25% |
| New Rival Empty Paper Shells, 16 gauge | 20% |
| Repeater Empty | 20% |
| Leader Smokeless | 25% |
| Winchester Repeater Loaded Shells | 40&5% |
| Winchester Leader | 40-10&10% |
| New Rival Loaded Shells | 33⅓ & 11% |

*Gun Wads—per 1,000.*

| | |
|---|---|
| Winchester Gun Wads | 15% |

*Powder.*

| | Each |
|---|---|
| DuPont's Sporting, kegs | $4 50 |
| " " ½ kegs | 2 50 |
| " " ¼ kegs | 1 40 |
| Dupont's Sm'k'less. 50-lb. drum | 22 45 |
| " " 25-lb. kegs. | 11 35 |
| " " 12½-lb. kegs | 5 80 |
| " " 6¼-lb. kegs. | 2 97 |
| " " 1-lb. cans | 51 |

*Shot.*

| | |
|---|---|
| Drop shot, sizes smaller than B, 25-lb. bags, per bag | 1 90 |
| Drop shot, B and larger sizes, 25-lb. bags, per bag | 2 15 |
| Buck Shot, 25-lb. bags, per bag | 2 15 |
| Chilled Shot, 25-lb. bags, " | 2 15 |

### ANCHORS.

| | |
|---|---|
| Expansion Screw Anchors | 10% |

### ANVILS.

| | |
|---|---|
| Trenton, 70 to 80 lbs. | 9½c per lb |
| Trenton, 81 to 150 lbs. | 9½c per lb |

### ASBESTOS.

| | |
|---|---|
| Board and Paper | 33⅓% |

### AUGERS.

| | |
|---|---|
| *Boring Machine* | 70% |
| Irwin's | 40&10% |
| *Carpenters' Nut* | 70% |
| *Hollow.* | |
| Bonney's—list $30.00 | 75&5% |
| Stearn's, No. 3 " | 36 00 |
| *Post Hole.* | |
| Digwell, 8-inch per doz. | 12 50 |
| Iwan's Post Hole and Well | 40&5% |
| Vaughan's, 4 to 9-in., per doz. | 6 25 |
| *Rafting.* | |
| Snell's | 50&5% |
| *Ship.* | |
| Ford's, with or without screw | 40-5% |
| Snell's, " " " | 40-5% |

### AWLS.

| | |
|---|---|
| *Brad.* | |
| No. 3 Handled per doz. | $0 40 |
| No. 1050 Handled " | 80 |
| Shouldered, assorted, 1 to 4, per gro. | 1 20 |
| Patent asst'd, 1 to 4 " | 85 |
| *Harness.* | |
| Common " | 95 |
| Patent " | 90 |
| *Peg.* | |
| Shouldered per gro, | $1 20 |
| Patent " | 60 |
| *Scratch.* | |
| No. 1, handled " | 4 80 |
| No. 15, socket handled. per doz. | 1 25 |
| No. 7 Stanley " | 1 80 |
| *Sewing.* | |
| Common per gro. | 90 |
| Patent " | 90 |

### AXES.

| | |
|---|---|
| *Boy's Handled.* | |
| Lippincott, 3 lb per doz. | $5 00 |
| Falls City " | 5 00 |
| *Broad.* | |
| Plumbs, West, Pat | 40-12½% |
| " Can. Pat | 50% |
| " Firemen's (handled). per doz | $18 50 |
| Plumbs, Miners (handled) " | 6 50 |
| *Single Bitted* (handled). | |
| Gladiator 3 to 4 lbs., pr dz. | $10 00 |
| Flint Edge " " " | 8 25 |
| Standard " " " | 8 25 |
| Elec. Chopper, Forest Clipper | 950 |
| Perfect Premier " " | 9 00 |
| Crown " " " | 9 25 |
| *Single Bitted* (without handles). | |
| Gladiator 3 to 4 lbs. per doz. | $7 25 |
| Flint Edge " " | 5 75 |
| Standard " " | 5 75 |
| Electric Chopper " " | 7 00 |
| Perfect " " | 6 50 |
| Crown " " | 5 00 |
| *Double Bitted* (without handles). | |
| Gladiator 3 to 4 lbs. per doz. | $9 75 |
| Flint Edge " " | 8 50 |
| Perfect " " | 9 75 |

The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

### BAGS, PAPER NAIL.

| Pounds | 10 | 16 | 20 | 25 |
|---|---|---|---|---|
| Per 1,000 | $2.50 | 3.75 | 4.50 | 5.00 |

### BALANCES, SPRING.

| | |
|---|---|
| Frary's | 50% |
| Pelouze | 30% |

### BARS, CROW.

| | |
|---|---|
| Pinch or Wedge Point cwt. | $3 25 |

### BASKETS.

| | | | |
|---|---|---|---|
| *Clothes.* | | | |
| Small Willow per doz. | $5 75 | | |
| Medium " " | 6 50 | | |
| Large " " | 7 25 | | |
| *Galvanized Iron.* | ½ bu. | 1 bu. | 1½ bu |
| Per doz. | $4 75 | 6 50 | 8 00 |

### BEATERS.

| | Per doz. |
|---|---|
| *Carpet.* | |
| No. 10 Coppered Spring Wire | $0 90 |
| No. 12 Spring Wire | 1 10 |
| No. 10 Preston | 95 |
| *Egg.* | Per doz |
| No. 50 Imp. Dover | $0 70 |
| No. 102 " " tinned | 85 |
| No. 150 " " hotel | 1 40 |
| No. 10 Heavy hotel tinned | 2 10 |
| No. 13 " " " | 3 30 |
| No. 15 " " " | 3 60 |
| No. 18 " " " | 4 50 |

### BELLOWS.

| | |
|---|---|
| *Blacksmiths'* | 65% |
| *Hand.* | |
| 8 inch per doz. | $7 50 |
| 10 inch " | 9 50 |
| *Moulders'.* | |
| 12 inch " | 11 00 |

### BELLS.

| | |
|---|---|
| *Call.* | |
| 3 in. Nickeled Rotary Bell, bronzed base per doz. | $5 00 |
| *Cow.* | |
| High Grade | 60&10% |
| Kentucky | 70&10% |
| *Door.* | Per doz. |
| New Departure Automatic | $6 00 |
| Rotary. | |
| 3 in. Old Copper Bell | 4 00 |
| 3 in. Old Copper Bell, fancy | 6 00 |
| 3 in. Nickeled Steel Bell | 4 50 |
| 3½ in. Nickeled Steel Bell | 5 00 |
| *Hand.* | |
| Hand Bells, polished | 50&10&5% |
| White Metal | 50% |
| Nickel Plated | 40% |
| Swiss | 60&5% |
| Silver Chime | 33⅓% |
| *Miscellaneous.* | |
| Church and School, steel alloy | 50&10% |

| Farm, lbs. | 40 | 50 | 75 | 100 |
|---|---|---|---|---|
| Each | $1.25 | 1.60 | 2.35 | 2.85 |

### BEVELS, TEE.

| | |
|---|---|
| Stanley's, rosewood handle, new list | 40% |
| Stanley's iron handle | 40% |

### BINDING, OILCLOTH.

| | |
|---|---|
| Zinc | 80% |
| Brass | 70&10% |
| Brass Plated | 75&5% |

### BITS.

| | |
|---|---|
| *Auger.* | |
| Extra Double Spur | 70&10% |
| Ford's Car and Machine | 40&10% |
| Triumph | 50&5% |
| Ford's Ship | 40&10% |
| Irwin | 50&5% |
| Russell Jenning's | 25&10% |
| Clark's Expansive | 60&5% |
| Steer's " Small list, $22.00 | 30% |
| " Large " $26.00 | 30% |
| Irwin Car | 45% |
| Ford s Ship Auger pattern Car | 40&10% |
| *Center* | 40&10% |
| *Countersink.* | |
| No. 18 Wheeler's per doz. | $1 25 |
| No. 20 " " | 1 75 |
| American Snail head. " | 75 |
| " Rose " | 90 |
| " Flat " | 75 |
| Mayhew's Flat " | 1 25 |
| " Snail " | 1 25 |
| *Dowel.* | |
| New Jennings | 40&10% |
| *Gimlet.* | |
| Standard Double Cut | 60% |
| German Pattern per doz. | $0 60 |
| German " | 65 |
| Gouge " | 80 |
| Spoon " | 80 |
| Countersink " | 1 00 |
| *Reamer.* | |
| Jenning's Square " | 2 50 |
| Standard Square " | 75 |
| German Octagon " | 75 |
| *Screw Driver.* | |
| No. 7 Common " | 50 |
| No. 1 Triumph " | 1 25 |
| No. 2 " " | 1 50 |
| No. 340 Shepardson's. " | 1 25 |
| No. 1 Smith's. " | 1 25 |

**BLACKING, STOVE.** (See Polish)

**BLADES, SAW.**

*Butchers'.*
Standard ⅞ & 1⅛ in. ..... 40%
Clock Spring ..... 40%
Star ..... 15%
Coil ..... each $1 50

*Hack.*
Disston's ..... 25&5%
Flexible ..... 33⅓&5%
Star ..... 30&5%

*Wood.*
Jackson's ..... per doz. $2 25
Disston's—No. 6, 16, 26 & 045 .. 4 25
Triumph ..... 3 50
Forest Clipper ..... 3 00

**BLOCKS.**

*Snatch.*
Wooden ..... 60&10%
Steel ..... 50%

*Tackle.*
Iron Strapped ..... 70&10%
Com. Steel ..... 60&10%

**BOARDS.**

*Stove* ..... 40%

*Wash.*
Globe, single ..... per doz. $2 75
" double ..... " 3 25
Magnolia ..... " 3 15
Crystal Glass ..... " 3 75
Brass King ..... " 3 75
Nickel Plate ..... " 3 75
Enamel King ..... " 3 75

**BOBS, PLUMB.**

*Carpenters'.*
No. 2, iron ..... per doz. $0 65
No. 00, " ..... " 1 30
No. 0, " ..... " 1 80
No. 3, lead ..... " 2 00
No. 4, " ..... " 3 40
No. 113, brass plated. " 1 10
No. N30, nickel plat'd " 1 30
No. N31, " " " 1 85

**BOLTS.**

*Carriage, Machine, Etc.*
Carriage ⅜x6 and sizes smaller and shorter ..... 70&10%
Carriage, sizes larger and longer than ⅜x6 ..... 60%
Machine, ⅜x4 and sizes smaller and shorter ..... 70&10%
Machine, sizes larger and longer than ⅜x⅜x4 ..... 60&5%
Elevator ..... 50-10&5%
Plow ..... 60&10%
Stove ..... 80&10%
Tire ..... 75&5%
Wagon Box Strap ..... 70%

*Mortise Door.*
Gem, iron ..... 60%
" bronze plated ..... 20%

*Barrel.*
Cast ..... 60%
Wrought .....
" Bronzed ..... 50%

*Flush.*
Wrought ..... 50&10%

*Spring.*
Wrought .....
" Heavy .....

*Square.*
Cast ..... 50&10%
Wrought .....

**BORERS.**

*Angular.*
Miller's Falls ..... per doz. $13 00

*Bung.* Doz.
Enterprise Mfg. Co.'s No. 1 .... $14 00
" " " No. 2 .... 18 50

**BOXES.**

*Mail,* No. .... 1 2 10
Per doz ..... $3.25 4.50 17.50

*Miter.*
New Langdon ..... 15&5%
Stanley's ..... 30%
Seavey's ..... each $1 50

**BRACES.**

Barber's ..... 50&10&10@50&10&15%
Fray's Genuine Spofford's ..... 60%
" Nos. 66 to 146 ..... 50%
" No. 0108 ..... $3 50
" No. 0110 ..... 3 75
" No. 08 ..... 2 75
" No. 010 ..... 2 85

**BRACKETS.**

*Hay-Rack.*
Wenzelmann's No. 1 per doz. $9 00
" No. 2 " 9 60

*Shelf.*
Cast Iron, Bronzed ..... 50, 10, 5%
Griffin Wrought Steel ..... 75%
" Folding ..... 70%

**BROILERS.**

Wire ..... 70&10%
Crown, Self-Basting, No. 80, doz. $9 50

**BUCKETS.**

*Pump Rubber.*
Wychoff ..... per gr. $4 75
Cooper ..... " " 4 75
Champion ..... " 7 50
Victor ..... " 9 25
Star ..... " 5 00
IXL ..... " 6 75

*Well.*
Galv'd Qts ..... 10 12 14
Per doz ..... $2.90 $3.25 $3.40
Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85

**BUCKS, SAW.**

Folding ..... per doz. $2 10

**BURRS, RIVETING.**

Copper Burrs only ..... 15%
Tinners' Iron Burrs only ..... 70%

**BUTTS.**

*Cast Iron* ..... 70&5%
*Wrought Brass* (New List) ..... 30%
*Wrought Steel Bright.*
Stanley ..... 75%
" Ball Tip ..... 75&10%
" " Bronzed ..... 70%
*Wrought Steel, Japanned.*
Nos. 731 and 733 ..... 75&10%

**CALIPERS.**

Double ..... 65&5%
Inside and Outside ..... 65&5%
Wing ..... 70%

**CALKS.**

*Logger's Boot.*
(Lufkin R. Co.'s), per M ..... $3 75

*Toe.*
Shoenberger ..... per ℔ 5 c
Bessemer ..... " 4½c
American ..... " 7 c
Swedes ..... " 8½c

**CANS.**

*Cheese Factory.*
Ontario Pattern.
Gallons ..... 20 30 40
Each ..... $4.25 $5.00 $6.25

*Milk.*
Holstein.
Nos. ..... 300 301 302
Gals ..... 5 8 10
Per doz ..... $26.00 $27.00 $29.00
Chicago Pattern.
Nos. ..... 105 108 110
Per doz ..... $20.00 $22.50 $24.00
Iowa Pattern.
Nos. ..... 408 410
Per doz ..... $24.50 $25.50
New Elgin Pattern.
Nos. ..... 705 708 710
Per doz ..... 27.00 $29.00 $30.50
Burn Pattern.
Nos. ..... 700 701
Gals ..... 8 10
Price ..... $3.40 $2.65

**CAN OPENERS.**

See Openers.

**CAPS, GUN.**

See Ammunition.

**CARPET STRETCHERS.**

See Stretchers.

**CARRIERS.**

*Hay.*
Diamond, Regular ..... each $3 50
Diamond, Sling ..... " 6 50
Myers' Imperial ..... " 3 50
" Clover Leaf ..... " 3 65

**CARTRIDGES.**

See Ammunition.

**CASTERS.**

*Standard*—Ball Bearing ..... 50&10%
*Bed* ..... 60&5%
*Common Plate.*
Brass Wheel ..... 60&10%
Iron and porcelain wheels, new list ..... 60&5%
Philadelphia Plate, new list ..... 70%
Martin's ..... 60%
Payson's ..... 75&10%

**CATCHERS, GRASS.**

Carroll s No. C ..... per doz. $4.25
Wildermuth's
Nos ..... 1 2 3
Per doz ..... $5.60 $5.75 $6.25
Nos ..... 4 5 6
Per doz ..... $6.75 $9.50 $10.00

**CHAIN AND CHAINS.**

*Breast Chains.*
Doubleslack ..... doz. pairs $5 75
With Covert snaps. " 5 00
With slide ..... " 3 25
Without slide ..... " 2 85

*Bright Ox Chains.*
⅝ in. $7.25; ¾ in. $5.45 per 100 lbs.

*Cable Coil Chain.*
Inch ..... 5/16 ¼ 3/16 ⅛
Per 100 lbs. $10.80 $8.00 $7.00 $6.20
Inch ..... 5/16 ¼ ⅛ ⅛
Per 100 lbs. $6.00 $5.90 $5.75 $5.65
Inch ..... ½ 1 1¼
Per 100 lbs. $5.55 $5.55 $5.65

*Cable Log Chain.*
Advance 25c per 100 lb. on Cable Coil

*Cow Tie Chains.*
American 2 toggle ..... 50&5%
" toggle and snap ... 50&5%
" open & closed ring, 50&5%

*Halter Chains.*
American, new list ..... 33⅓&5%
German ..... 60&5%
Niagara, new list ..... 40&5
Brown's, " ..... 40&5%

*Picture Chains.*
Light Brass, 3 ft. ..... per doz. 50c
Heavy Brass, 3 ft. ..... " 75c

*Pump Chain.*
Galvanized, per 100 lbs. ..... $5.00

*Safety Chain.*
Brass ..... 60%

*Special Steel Loading Chain.*
Inch ..... ¼ 5/16 3/8
Per 100 lbs. ... $16.00 $13.50 $12.50

*Stretcher Chains.*
5/16 in. $8.50; ⅜ in. $7.75 per 100 lbs.

*Tie-Out Chains.*
Brown's ..... 70&10%

*Trace Chains.*
Western Standard.
6½— 6-2 ..... ... per pair 30c
6½— 8-2 ..... " 34c
6½— 8-3 ..... " 33c
6½—10-2 ..... " 38c
7 — 8-2 ..... " 38c
7 —10-2 ..... " 42c
7 —10-1 ..... " 48c
7 —10-0 ..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

*Wagon Stay Chains.*
Inch ..... ¼ 5/16 ⅜
Per 100 lbs. .. $6.50 $6.00 $5.50

**CHALK, CARPENTERS'.**

Blue ..... per gross 75c
Red ..... " 65c
White ..... " 55c
Common White Sch'l Crayon ..... 8c

**CHARCOAL**

In bags ..... per bag 85c

**CHECKS, DOOR.**

Blount ..... 33⅓%
Sargent's ..... 33⅓%

**CHIMNEY TOPS.**

Iwan's Volcano ..... 50%

**CHISELS.**

*Box,*
Inches ..... 10 12 14
Round, per doz. $2.10 $2.25 $2.75
Flat " 2.85 3.60 4.20

*Cold.*
Good quality, ⅜ in. and larger ..... per ℔ 12c
Smaller size per doz.

*Socket, Framing and Firmer.*
Barton's ..... 30%
Ohio Tool Co's ..... 70-5%
For beveled back, add per doz. .60c

*Tanged, Firmer.*
With handles ..... 30&5%

*Choppers, See Cutters, Meat.*

**CHUCKS, DRILL.**

Goodell's, for Goodell's Screw Drivers ..... per doz. $6 25
Yankee, for Yankee Screw Drivers ..... 5 00

**CHURNS.**

Anti-Bent Wood, Gal. .. 5 7 10
Each ..... $3.90 $4.60 $4.85
Belle, Barrel ..... 65-7½%
Common Dash, Gal. .. 4 5 6
Per doz ..... $7.75 $8.50 $10.50
Union, Gal ..... 5 7 10
Each ..... $3.65 $3.90 $4.75

**CLAMPS**

*Adjustable.*
Martin's ..... 30%

*Carpenters'*
Steel Bar ..... 25%

*Hose.*
Sherman's, brass, ¾ in., per doz. .33c
Double, brass, ¾ in., " 65c

*Saw Filers.*
Disston's list, $30.00 ..... 30%
Stearn's, No. 0, $2.50; No. 1, $11.50; No. 3, $5.00 doz.
Wentworth's, No. 1 $6.00; No. 3 $7.50

**CLAWS, TACK.**

Cast, wood hdle ..... per doz. 45@60c
Forged steel, wood hdle " $0.80
Solid Steel ..... " 1.00
Giant ..... " .60

**CLEANERS.**

*Drain.*
Iwan's Adjustable ..... 55%
Iwan's Stationary ..... 40&5%

*Pot.*
Wire ..... per doz. $0.25

*Side-walk.*
Steel ..... per doz. $3.25
XLCR ..... 65&5%

**CLEAVERS.**

*Family.*
Griffin, In ..... 6 7 8
Per doz ..... $5.50 $5.75 $6.25
Royal ..... per doz. 2 25

*Butchers.*
Beattys, Kitchen ..... 40%

**CLEVISES.**

Malleable ..... 5c ℔

**CLIPPERS.**

Bolt ..... $1.90@$4.75

**CLIPS.**

*Axle* ..... 65&5%

*Damper.*
Standard ..... per doz. 65c
Troy ..... " 38c

*Hame* ..... " 17c

**CLOTH.**

*Emery.*
Star ..... 50%
B. & A ..... 50%

*Hardware Wire*—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft. $2 50
9 to 12 " " " " 2 50
2 to 3 incl., Galv.—in full roll ... 3 50
4 and 5 ..... " ..... 3 75
6 ..... " ..... 4 00
7 and 8 ..... " ..... 4 50

*Screen Wire.*
12 mesh, painted, per 100 sq. ft. 1.25

**COCKS AND FAUCETS.**

Compression Plain Bibbs ..... 60%
Lever Bibb Cocks ..... 60%
Compression Hose Bibbs 50-10&5%
Telegraph Faucets (new list) ... 50-5%
Racking Cocks (new list) ..... 60%
Compression Lock C'ks(n'w list) .. 70%
Andrew's Brass Faucets ..... 70%
Angle Plug Faucets, per doz. ... $0.85
Milk Can Faucets, per doz. .. $2.60-4.20
Petroleum Faucets ..... 75%

**COLLARS, STOVE PIPE.**

Inches ..... 5 6 7
*Plain Tin* .... per gro. $1.90 $2.40 $3.50
*Japanned Tin* " 3.00 3.00 4.25
*Lacquered Brass* " 3.00 3.50 4.25

**COMBS, CURRY.**

Nos 000 11 15 39 89 108
Per doz. $0.32 .55 1.85 .85 1.10 .75
Nos .... 290 390 390 532 620 1400
Per doz. $1.00 .80 1.30 1.15 .70 1.35

**COMPASSES.**

*Carpenters'* ..... 60-10-10%
*Pencil*—Faber's ..... per doz. $1.00

**COPPER**—See Metals.

**COPPERS.**

*Soldering.*
1 ℔ ..... per ℔ 35c
1½ ℔ ..... 33c 2 ℔ .... " 34c
3 ℔ and larger ..... " 31c

**CORD.**

*Picture.*
White Wire (new list) .... 80-10-10%

*Sash.*
Baltic Braided Flax ..... per ℔ 20c
Silver Lake, white 7-32 in. " 20½c
" " " 8-32 in. " 20½c
Keystone ..... 8-32 in. " 27½c

**CORKSCREWS.**

Humason & Beckley ..... 33⅓%
Walker's ..... 33⅓%
Williamson's Regular ..... 50%
Williamson's Forged Worm ..... 50%

**COTTERS, SPRING.**

All sizes—new list ..... 90&30%

**COUPLINGS, HOSE.**

Brass ..... per doz. $ .90
Brass Plated ..... " .85

**COVERS, WAGON**—See Tents.

**CRADLES, GRAIN.**

Morgan's Grapevine ... per doz. $22.75

CRAYONS—See Chalk.

CROW BARS.

Pinch or Wedge Point, per 100 lbs. $3.25

CUTTERS.

*Glass.*
Red Devil ..... 45%
Smith & Hemenway Co. ..... 50%
Woodward ..... 40%
*Meat.*
Enterprise Nos. 5, 10, 12, 22, 32 and 42 ..... 25%
No. 202, list, $1.50 ea. ..... 40&7½%
Universal... Nos. 1 2 3
Per doz ..... $10.50 $12.50 $17.00
*Pipe.*
Stanwoods... No. 1 2 3
Each ..... $0.85 $1.50 $4.00
*Slaw and Crout.*
3-knife Crout ..... per doz. $9 75
1-knife Slaw ..... " 1 65
2-knife " ..... " 2 25
*Washer* ..... " 7 75

DAMPERS, STOVE PIPE.

Standard ..... 50&10%
American ..... 45&10%

DIES, STOCKS AND

Discount ..... 40&5%
King's, Little Giant ..... 33⅓%

DIGGERS.

*Post Hole.*
Acme ..... per doz. $8 75
Atlas ..... " 8 50
Eagle ..... " 5 75
Eureka ..... " 7 00
Hercules ..... " 9 75
Iwan's Split Handle ..... " 7 00
Iwan's Perfection ..... " 7 75
Iwan's Hercules pattern " 9 00
Ryan's ..... " 17 00
See also Augers—Post Hole.
Dividers, Wing ..... 65&10%

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel painted, per doz. $7 98
1⅛ in. " " " " 9 50
1⅛ in. 3-panel natural pine, fancy ..... per doz. 12 40

DOOR HANGERS—See Hangers.

DRILLS.

*Bit Stock* ..... 60%&65&5%
*Blacksmith's Twist* ..... 60%
*Breast.*
Common ..... each, $2 25
Millers Falls ..... " 2 10
*Hand*
Goodell's Automatic.
Nos. ..... 01 03 3 20
Per doz. .. $7.75 $12.50 $12.50 $11 00
Goodell's Single Gear per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
*Reciprocating.*
Goodell's ..... per doz. $16 50
*Bit Stock.*
Standard List... 60&5%@60%@10%

DRIVERS, SCREW.

Hurwood ..... 40-10&10%
Standard ..... 65&10%
Lock Ferrule ..... 60%
Champion ..... 50%
" Pattern ..... 70%
Clark's Interchangeable ..... 30%
Edison ..... 60%
Reed's Lightning ..... 45&5%
Goodell's Spiral ..... 50, 10, 5&2½%
Yankee Ratchet ..... 50%
" " Spiral ..... 50&10%
Smith & Hemenway Co. ..... 40&5%

EAVES TROUGH. GALVANIZED.

Territory. L. C. L.
Eastern ..... 80%
Central ..... 75&10&7½%
Southern ..... 70&20&7½%
Western ..... 70&20&7½%
S. Western ..... 70&20%
Terms, 2% for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

*Adjustable Stove.*
Inches ..... 5 6 7
Smooth, per doz. $0.70 $0.75 $1.10
Plan'd " 1.80 2.00 2.65
*Corrugated Conductor.*
Discount ..... 60&10%
*Corrugated Stove.*
Inches ..... 5 6 7
Smooth, per doz. $0.70 $0.80 $1.30
Pol'd " 1.30 1.40 2.10
Plan'd " 2.00 2.20 3.00
*Four-Piece Stove.*
Inches ..... 5 6 7
Smooth. per doz. 0 10 $0.53 $0.80
Pol'd " .80 1.00 1.20
Plan'd " 10 1.40 2.40

EMERY CLOTH—See Cloth.

EMERY, TURKISH.

Size ..... 5-lb. pkgs. ¼ kegs, kegs
No. 60 to 150, per lb. 6c 4c 4c
Flour ..... " 5c 3c 3c

ENAMEL, IRON.

Nubian, ½-pt. cans ..... per doz. 1 65
Peerless ..... 1 25

EXTRACTORS, PIG.

See Forceps, Pig.

EYES.

*Bright Wire Screw*—See Goods, B. W
*Drifting Pick* ..... 60, 10&5%
*Hooks and—*
Brass ..... 50&10%
Iron ..... 70%

FASTENERS, STORM SASH

Schroeder's ..... per doz. 85
Sensible ..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Disston's ..... 75&10%
Delta ..... 70%

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior ..... per doz. $4 75
Whisson's Imp ..... " 5 25

FORKS.

These goods are sold net this year.
*Barley.*
Steel, New List ..... 65&10%
Wood, 4 tines, per doz. ..... $3.25
*Coal, Coke, Cottonseed* ..... 33⅓&5%
*Hay,*
Jackson, 2 tine ..... 60&10%
" 3 " ..... 65%
" 4 " ..... 65&7½%
Digging ..... 70%
Scoop ..... 33⅓%
*Header.*
Jackson, 3 tine ..... 65%
" 4 " ..... 65%
*Manure.*
Jackson, 4 tine ..... 60&10%
*Ore* ..... 40%
*Spading.*
Jackson ..... 70&5%

FRAMES.

*Hack Saw.*
Union ..... per doz. $5 75
Jenning's ..... " 6 00
Cast ..... " 2 50

FREEZERS, ICE CREAM.

*Arctic.*
Qts. ..... 1 2 3 4 6
Each ..... $1.10 1.30 1.50 1.80 2.30
Qts. ..... 8 10 12 15
Each ..... $2.95 3.80 4.50 5.20
*White Mountain.*
20 qt., New Platform... each $19 10
25 qt., " " " 22 60
25 qt., Sampson Power. " 43 50
40 qt., " " " 58 25

GAUGES.

*Butt and Rabbet.*
Stanley R. & L. Co.'s ..... 20&10%
*Cream Pail.*
Fairmont ..... per doz. $3 75
*Marking, Mortise, etc.* .....
..... 50&10%
*Saw.*
Atkin's, single, 55c; dbl. 80c per doz
*Wire.*
Disston's ..... 25%

GIMLETS.

Discount ..... 35@40%

GLASS, WINDOW.

First two brackets ..... 90&5%
Above " " ..... 90%

GLASSES, LEVEL.

Stanley R. & L. Co. ..... 50&5%

GLUE.

*Bulk.*
B Amber ..... per lb. 11 c
A White ..... " 14 c
H. S. Amber ..... " 15½c
*Liquid.*
Army & Navy ..... 40%
Le Page's—
List "A" ..... 37½%
List "B" ..... 33⅓%
List "C" ..... 25%

GOODS.

*Bright Wire* ..... 85&15%

GREASE, AXLE.

*Wood Boxes.*
Diamond ..... per gro. 5 50
Frazer's ..... 9 50
Hub Lightning ..... 5 25
Paragon ..... 6 75
*Wood Pails.*
Frazer's, 15 lb. 80c; 25 lb. $1.30 each
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
*Tin Cans.*
Chamellene Graphite.
1 lb. per gross ..... $9 50
3 lb. per gross ..... 25 00
5 lb. per gross ..... 37 00

GRIDDLES.

*Soapstone* ..... 50%

GRINDSTONES.

*Family.*
Inches ..... 7 8 9
Per doz. ..... $8.25 9.00 10.50
*Loose.*
Per ton ..... $20 00@$21 00
*Mounted.*
Ball Bearing ..... 1 2 3
Each ..... $3.15 3.00 2.85
Common Bearing.. 1 2 3
Each ..... $3.00 2.80 2.65

GUN WADS.
(See Ammunition.)

HAFTS, AWL.

*Brad.*
Common ..... per doz. $0 19
*Peg.*
Common ..... " 22
Patent, plain top ..... " 47
" leather top... " 52
*Sewing.*
Common ..... " 22
Patent ..... " 52

HALTERS.

Jute Rope ..... per doz $0 85
Sisal Rope ..... " 1 85
Web ..... " 1 75
Leather, rope tie ..... " 6 50
" leather tie ..... " 8 50

HAMMERS, HANDLED.

*Blacksmiths' Hand.*
Plumbs ..... 60&5%
*Engineers'.*
Plumbs ..... 60&5%
*Farriers'.*
Plumbs ..... 40&12½%
*Machinists'.*
Plumbs ..... 60&5%
*Nail.*
Plumbs ..... 40&12½%
Quaker City ..... per doz. $3 00
Cast ..... " 1 10
Maydole's ..... 30&5%
*Riveting.*
Plumbs ..... 40&12½%
*Shoe.*
Cast ..... per doz. 75c
*Tack.*
All Iron ..... per doz. $0 35
Pol'd Iron, Hickory hdl. " 50
Mall. Iron, Inlaid ..... " 1 85
Magnetic ..... 1 2 3
Per doz ..... 70c 80c $1.00
Magazine ..... per doz. $4 75

HAMMERS, HEAVY.

*Heavy Hammers and Sledges.*
Under 5 lbs ..... 75&5%
5 lbs. and over ..... 75-10&5%
*Masons'.*
Single & Double Face ..... 75&5%

HANDLES.

*Auger.*
Common Assorted ... per doz. $0 38
Peck's Adjustable ... " 2 10
Ives' " ... per set 1 35
*Axe* ..... 60%
*Chisel.*
Hickory, Tanged Firmer, Assorted, 33c; Large, 38c per doz.
Hickory, Socket Firmer, Assorted, 27c; Large, 30c per doz.
Applewood, Tanged Firmer, Assorted, 29c; large, 38c per doz.
Applewood Socket, Firmer, Assorted ..... per doz. 24c
*Coal Pick* ..... 50&10%
*Drifting Pick* ..... 50&10%
*File*, assorted 13c, large 16c per doz.
*Hammer.*
Adze Eye ..... per doz. 40c
Blacksmiths' ..... per doz. 40c@70c
Machinists' ..... " 45c@70c
*Hatchet* ..... per doz. 40c
*Hay and Manure Fork* ..... 30%
*Hoe and Rake* ..... 30%
*Saw.*
Plain ..... per doz. 75c
Varnished ..... " 80c
*Screw Driver.*
Assorted ..... " 27c
Large ..... " 48c
*Shovel and Spade* ..... 33⅓%

HANGERS.

*Barn Door.*
Challenge ..... 60&10%
Peerless ..... 70&10%
Silver Star ..... 60&5%
Storm King ..... 60@5%
World's Best ..... 50%
Wagner's Adjustable ..... 70&10%
Warehouse ..... 60%
Griffin ..... 70&10%
*Conductor Pipe.*
Griffin ..... 70&10%
Iwan's Perfection ..... 50%
*Eave Trough.*
Baker's ..... per gro. $2 35
Imperial ..... 20%
Wire ..... 35%
*Parlor Door.*
Acme ..... per set $3 75
Ives' Improved ..... " 2 50
Lane's Standard ..... " 3 50
" New Model ..... " 3 10
Le Roy Noiseless ..... " 4 00
Richards' ..... 40-10&5%

HASPS.

Hinge, Wrought ..... 50%
With Staples—See Staples.

HATCHETS.

Crown ..... 60&5%
Cast Claw ..... per doz. $1 20@1 45
Cast Shingling ..... " $0 95@1 20
Germantown ..... 40%
Plumb's ..... 40&5%
Underhill's Star Lath ..... 40&10%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1 .... per doz. $ 9 00
" No. 2 .... " 9 60

HINGES.

*Blind.*
Clark's Gravity ... per doz. sets 95c
Parker's ..... 65%
Shepherd's Noiseless, for Wood casing ..... per doz. 1 05
*Gate.*
Clark's ..... 1 2 3
Hgs & Ltch .... doz. $2.50 2.90 4.00
Hinges only ..... " 1.90 2.20
Latches only ..... " .70 .75
Knuckle ..... per doz. prs. $6 00
Leed's ..... " sets 6 75
Superior ..... " prs. 9 50
*Spring.*
American ..... 30%
Bommer Bros. Ball B'g Floor .. 35%
Bommer Bros. Spring Hinges .. 40%
Chicago ..... 25&5%
Columbia Dbl. Acting .... 40&10&5%
Gem ..... 25%
Ideal Detachable .... per gro. $11.10
Matchless ..... 30%
New Idea ..... per gro. $6.40
Oxford ..... 20%
*Wrought Iron.*
New Lists .....
*Griffin.*
Light Strap Hinges ..... 60&5%
Heavy Strap Hinges ..... 70%
Light T Hinges ..... 60%
Heavy T Hinges ..... 50%
Extra Heavy T Hinges ..... 65&10%
Cor. Heavy Strap ..... 70%
Cor. Ex. Heavy T ..... 65&10%
*Screw Hook and Strap.*
6 to 12 in. ..... per 100 lbs. $3 90
14 to 20 in. ..... " " 3 65
22 to 36 in. ..... " " 3 40
*Screw Hook and Eye.*
⅝ in. ..... per 100 lbs. $6 75
⅞ in. ..... " " 7 75
⅛ in. ..... " " 9 75

HOES.

Garden ..... 70&10%
*Grub.*
Extra ..... 70%
Hazel ..... per doz. $5 00
Ladies' and Boys' ..... 75%
Mortar ..... 75&10%
Planter's Eye ..... 62½%
Weed ..... 75&15%

HOLLOW WARE—See Ware

HOOKS.

*And Eyes.*
Brass ..... 50&10%
Iron ..... 65&10%
*Awning* ..... per gro. $1 80
*Belt.*
Brown's ..... 70&5%
Jones' ..... 65&5%
*Bench.*
See Stops, Bench.

*Box.*
Inch..... 6 8 10 12
Per doz. ..$1.35 1.65 1.75 2.30
Humason & Beckley's, per doz. 2 50
(See Goods, Bright Wire.)
*Bush.*
Common Axe Handle, per doz. $7 00
*Chain.*
Inch... ¼&5/16 3/8 7/16 ½
Per 100 $7.60-8.10 9.75 11.50 12 60
*Clothes Line.*
Japanned.....per doz. 22c@24c
Galvanized..... " 40c
*Coat and Hat.*
Cast Iron .....per gro. 72c@$1 50
Gem Wire.....70%
*Conductor.*
Malleable.....50&10%@50&10&5%
Wrought .....40&10%@50%
*Corn.*
Common, unpolished, per doz. $1 25
" polished.... " 1 80
"Cut Easy"..... " 2 75
*Gale.*
See Goods, Bright Wire.
*Grass.*
Common. Nos..... 2 3 1
Per doz.....$1.50 1.60 1.70
German.....per doz. 1 75
Little Giant..... " 2 75
*Hammock.*
With Plate.....per doz. 50c
With Screw..... " 45c
*Lambrequin*, or Drapery, per gro. 21c
*Picture* .....50%@50&10%
*Potato and Manure*.....70&12½%
*Screw.*
Brass.....80&5%
(See Goods, Bright Wire.)
*Seat Spring*.....per ℔. 5½c

HOOPS, TUB.

Elastic.....per case of 2 doz. $1.50

HOSE, GARDEN.

| | | | | | Coupled per ft. |
|---|---|---|---|---|---|
| Heron-3ply-¾" guar. press. | | | | 55 lbs. | 7¼c |
| Crane | " | " | " | 75 " | 8¼c |
| Falcon | " | " | " | 95 " | 9¼c |
| Eagle | " | " | " | 120 " | 10½c |
| Condor | " | " | " | 150 " | 11½c |
| High Test | " | " | " | 200 " | 12½c |

COTTON COV. RUBBER HOSE

| | | | | | |
|---|---|---|---|---|---|
| High Grade-¾"-guar. press. | | | | 400 lbs. | 11½c |
| Special | " | " | " | 300 " | 9½c |
| Leader | " | " | " | 100 " | 7¾c |

HUSKERS.

*Boss.*
Nos..... B BB E 200
Per doz..... $2.00 2.00 1.75 .80
Nos..... L PP P K
Per gro..... $5.40 6.00 6.00 10.50
Nos..... 2000 3000 O
Per gro..... $8.50 9.00 24.50
Nos..... 60 59 64 68
Per doz.....$2.15 2.15 .85 1.45
*Brinkerhoff's.*
Per gro.....$14 40
*Clark's*
Nos..... 1 63 200 400
Per doz..... $0.40 .75 .75 1.75
Nos..... 200s 40s 3s 4s
Per doz..... $0.85 1.50 1.25 1.25
Nos.....A AB F
Per doz.....$3.00 $4.25 $3.50

IRON.

See Metals—First column.

IRONS.

*Curling.*
X.....per doz. $0 40
Y..... " 50
Z..... " 58
Jewel..... " 85
Imperial ..... " 1 00
*Pinking* ..... " 70
*Plane.*
Wood Bench.....30&5%
Stanley R. & L. Co. (new list)...25%
*Sad.*
Charcoal .....per doz. $11 00
Common, Polished, per 100 ℔. 3 75
" Nickel plated, " 4 75
Chinese Polishing.....per doz. 7 40
Laundry. No. 1 ..... " 5 75
" No. 2 ..... " 6 25
Mrs. Pott's,
No. 50 J, Enterprise...per set 79c
No. 55 J, " ... " 76c
No. 50 T, " ... " 82c
No. 55 T, " ... " 79c
No. 50, Howells..... " 75c
No. 55, " ..... " 79c
Tailors' Sad.....per ℔. 4½c
" Geese ..... " 4½c
*Tuyere.*
Single Duck Nest.....per doz. $5 25
Double " " ..... " 6 25
Sutton .....each 2 60

JACKS.

*Locomotive*..... 70%
*Wagon.*
Oliver.
Nos..... 6 60
Each..... $0.50 $0.55
Standard.
Nos..... 1
Each..... $0.60 1.60
Wilcox.
Nos..... 1 2 3
Each..... $0.85 1.20 2.90

KETTLES.

Brass.....15%
Cauldron .....40&5%
Copper.....per ℔. 27c
Maslin .....65%
Sugar .....50%

KNIVES.

*Best Topping.*
Clyde, 9-in. Scimiter Blade, dz. $3 85
California.....3 40
*Cooper's Hoop*.....15%
*Corn.*
Clipper.....per doz. $1 75
Disston's..... " 2 75
Earle's..... " 3 00
Woodford..... " 2 25
*Drawing.*
Standard .....70%
Adjustable.....15%
Barton's Carpenters'.....10%
Folding Handle.....25&5%
*Hay.*
American, Sickle Edge..doz $10 50
Canton, Sickle Edge..... " 8 25
Heath's ..... " 8 00
Iwan's Sickle Edge..... " 9 50
Iwan's Impv'd Serrated.. " 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 6 00
Wadsworth's Sp'r Point " 8 50
*Hedge.*
Challenge ..... ....per doz. $6 00
Disston's..... " 2 75
*Mincing.*
Common, Single ..... " 40
" Double ..... " 50
Streeter, 4 Blade..... " 1 30
" 6 Blade..... " 2 00
*Putty.*
Common..... " 60@1 00
Lander's..... per doz. $1 40@1 75
*Scraping.*
Beech Handle.....75@1 00
Lander's.....5 25@6 00

KNOBS.

*Door.*
Mineral .....per doz. $0 75
Porcelain ..... " 83
Jet..... " 83

LADDERS.

*Common Long.*
Per ft .....9c@14c
*Extension.*
Per ft .....12c
*Step.*
Common, per ft.....6½c
" with Shelf, add 10c.
Keystone.....15c
Triumph, per ft .....20c

LANTERNS.

*Bull's Eye Polics.*
3-in. Flash Light.,....per doz.$6 00
2¾-in. Regular..... " 4 00
3-in. Regular..... " 5 00
*Tubular.*
Buhl.....40&10&5%

LEADERS, CATTLE.

Nos ..... 1 2 3
Per doz.....$0 55 $0 70 $2 75

LEATHER, LACE.

*Cut*.....33⅓%
*Sizes.*
Ex. Quality.....per sq. ft. 27c

LEATHERS, PUMP.

Valve and Plunger .....10%

LIFTERS.

*Stove Cover.*
Coppered.....per gro. 1 75@3 65
Ideal..... " 5 50
Alaska, Coppered " 4 00
" Nickeled. " 5 00
*Transom.*
Payson's.....80%

LINES.

*Chalk.*
Twisted in 20-ft. hanks.
Nos..... 4 6 7 8 9
Per gross $1 50 2 00 2 25 2 50 3 00
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2 3
Per doz..... 23c 25c 31c 35c
Masons', in 100-ft. hanks..doz... 80c
*Clothes.*
60-ft. Jute.....per doz. $0 90
72-ft. " ..... " 1 15
60-ft. Sisal ..... " 1 40
72-ft. " ..... " 2 15
50-ft. Cotton ..... " 1 15
50-ft. Braided Cotton. " 25

LINING, STOVE.

In Bricks.....per crate 42c

MACHINES.

| | Without Augers | With Augers |
|---|---|---|
| *Boring.* | | |
| Angular.....per doz. | 3 00 | 4 40 |
| Upright.... " | 2 60 | 4 00 |
| *Leather Riveting.* | | |
| Chicago, Pomeroy....per doz. | | $9 00 |
| Excelsior ..... " | | 2 00 |
| Handy ..... " | | 2 00 |
| Little Giant..... " | | 3 00 |
| Pony, Pomeroy..... " | | 7 20 |

*Washing.*

| Boss | 1 | 2 | 5 |
|---|---|---|---|
| Per doz..... | $55.20 | 61.80 | 68.40 |
| Winner.....per doz. | | | 54 00 |
| Keystone ..... " | | | 54 00 |
| Round Wayne..... " | | | 36 50 |
| U. S. Steel..... " | | | 60 00 |
| Advance, f.o.b. Chic'go " | | | 34 50 |

MAIL BOXES.

See Boxes.

MALLETS.

*Carpenters'.*
Fibre Head, Small ...per doz. $5 00
" " Medium. " 5 75
" " Large... " 7 00
Round Hickory..... " 1 75
" Lignumvitæ .. " 3 85
Square Hickory..... " 1 75
" Lignumvitæ.. " 3 40
*Tinners'.*
Applewood ..... " 1 70
Hickory..... " 75@1 15
Hickory Sheet Iron.. " 1 80

MATS.

*Door.*
National Rigid.....50, 10&5%
Acme Steel Flexible.....33⅓%
*Stove.*
No. 2. .....per gross. $3.25
No. 1. ..... " 3.50
No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle.....per doz. 1.10
No. 2 Asbestos Toasters, with ring.....per doz. .60

MATTOCKS.

Plumbs.....70%
Extra .....60%

MAULS.

| Iron. lbs. | 10 | 13 | 16 | 1 |
|---|---|---|---|---|
| Per doz. .... | $4.00 | 4.50 | 5.25 | 5.60 |
| Wood face, lbs. | | 10 | 12 | 14 |
| Per doz ..... | | $5.00 | 5.50 | 6.00 |

*Wood Choppers'.*
Lake Super'r & Oregon Pat. 75&10%

MEASURES.

| | ½ pk. | 1 pk. | bu |
|---|---|---|---|
| Galvanized. per dz. | $2.25 | $2.00 | $3.85 |
| Japanned... " | 1.75 | 2.45 | 3.15 |

MICA.

First Quality.....15%
Second Quality.....20%

MILLS, COFFEE.

Enterprise .....35%
Parker.....50%
Arcade .....50%

MITRE BOXES.

See boxes.

MOPS.

*Erie*.....per doz. $3 15
*Handled Cotton.*
Pounds..... ¾ 1 1¼ 2
Per dozen...$2.00 2.35 2.65 3.25

MOWERS, LAWN.

*Ball-Bearing.*
Inches..... 14 16 18 20
Each .....$6.25 6.75 7.25 8.00
*Cheap Grades.*
Inches..... 12 14 16 18
Each .....$2.25 2.35 2.35 2.50
*Clipper* .....50, 10&10%
*Yale.*
Inches..... 4 16 18 20
Each.....$3.50 3.75 4.00 4.25
*Philadelphia.*
All Styles Except A & E 50, 10&10%
Style A.....50&10%
Style E, High Wheel.....60, 10&10%
Drexels.....40%
All Day.....Net Price

NAILS.

*Cut Steel*.....rates, $2 40
*Cut Iron*.....2 50
*Wire.*
Small Lots.....$2 35
Carload " ..... 2 25
Cement Coated..... 1 95
*Horse Shoe.*
Aussable .....55&5%
Capewell .....15%
Perfect .....55&5%
Putnam. .....30&5%
Star.....35&5%
Clover Leaf.....per lb. net, 10½c
*Picture.*
Brass Heads.....25%
*Brads*.....55%
*Furniture* .....30%

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized before Weav'g..80-10&5%
" After Weaving ...80&10%
Cut Pieces.....65&5%

NIPPERS.

*End Cutting.*
Stubb's Pattern. Ins. 5½ 6
Per dozen ..... $4.00 $4.25
*End and Diagonal Cutting.*
Swedish Side.....75%
Utica Drop Forge & Tool Co...60%
*Hoof.*
Heller's .....40&10%
V. & B.....55-5%

NOZZLES.

*Hose.*
Genuine Gem.....per doz. $3 15
Magic..... " 3 50
Mystic..... " 3 90

NUTS, HOT PRESSED.

*Square Blank.*
In. ¼ 5/16 ⅜ 7/16 ½ ⅝
℔. 9½c 8c 6½c 5½c 5½c 5c 4½c
*Square Tapped.*
In. ¼ 5/16 ⅜ 7/16 ½ ⅝ ¾
℔. 12½c 10½c 8c 7½c 6½c 6½c 6c
For 5 lb. boxes add ½c per ℔. to above prices.

OILERS.

*Chase Pattern.*
Brass and Copper.....60&5%
Zinc .....60&5%
*Engineers'*
Cannon.....55%
Tin.....per doz. $2.00@$2.25
*Machine.*
Common .....per doz. $0 50
Copper Plated Steel.. " 85
Malleable Iron.....60, 10&5%
Jappaned.....65@75c

OPENERS.

*Box.*
Inches..... 10 12 14
Flat...per doz $2.85 3.60 4.15
Round " 2.10 2.25 2.75
*Can.*
Delmonico.....per doz. $1 30
Never Slip..... " 0 65
*rate.*
V. & B..... " 5 75

OUTFITS, COBBLING.

Combination.....per doz. $11 00
Economy..... " 4 65
Family..... " 9 75

PADLOCKS.

Standard Wrought .....70&5%
Champion .....50%
Eureka.....40, 10&5%
Yale .....60&5%

PAILS.

*Cream.*
14-qt., without Ga....per doz. $3 50
20-qt., " " .... " 3 00
20-qt., with Gauge.... " 3 50
*Sap.*
10-qt., Galvanized.....per doz. 1 75
12-qt., " ..... " 2 00
*Stock*
Galvd. qts. 14 16 18 200
Per doz.....$3.75 4.00 4.75 5.25
*Water.*
Galvanized, qts 10 12 14
Per doz .....$1 75 2.00 2.35
*Wood.*
Cable, 2-Hoop..... .per doz. $1 70
" 3-Hoop..... " 1 90
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop..... " 1 60
" 3-Hoop..... " 1 80

PANS.

*Dripping*.....60&5%
*Fry.*
Common.....75&10%
Acme .....70%
*Roasting.*
Paxton.
Nos..... 1 2 3 4
Per doz.. $4.75 $5.75 $6.50 $7.50
Neverburn.. 4.00 4.50 5.50 6.5
Savory No. 200 .....per doz 6.5

PAPER.

*Building.*
Plain .....per 100 lbs. $1 10
Tarred..... " 1 20
Tarred Felt..... " 1 65
No. 20, Red Rosin.....pr roll 40
No. 30, Red Rosin ..... " 55
*Sand and Emery.*
Star.....low list..50%
B. & A.....50%
*Wrapping*
Drab Floor.....per ℔.
Rag..... " 3½

### PARERS

*Apple.*
Bay State.....per doz. $13 00
Turntable ..... " 00
White Mountain .... " 4 75
Reading..... " 6 50

*Potato.*
Goodsell's Saratoga 10½ in. doz. 6 50
" " 5 in.. " 5 50

### PICKS.

Adze Eye Ore .....70%
Drifting and Poll Picks.....70%
Plumbs Railroad .....70%
Surface.....70%

### PINCERS.

Carpenters', cast steel.

| In. | 6 | 8 | 10 | 12 |
|---|---|---|---|---|
| Per doz. | $1 80 | $2 40 | $2 80 | $3 50 |

Blacksmith's .....45%
Heller's .....40%

### PINS.

*Clothes.*
Common.....per box of 5 gro. $0 52
Hoyt's..... " " 31
U. S..... " " 70

*Picket.*
Fluted 15 in.....per doz. $0 70
" 21 in..... " 1 60
Spiral ..... 1 90

### PIPE.

*Conductor.*
Territory.
Eastern.....60&20%
Central.....70%
Southern.....65&10%
Western.....65&10%
Southwestern.....60½&7½%

*Lead.*
Full coils.....per ℔. 7½c
Cut " ..... " 7½c

*Stove.*

| Acme—In. | 5 | 6 | 7 |
|---|---|---|---|
| Smooth, per jt.. | 8½c | 9½c | 10½c |
| Planished " .. | 22 c | 23 c | 43c |
| Peerless—Smooth. | 7½c | 8 c | 9½c |
| Polished | 14½c | 15½c | 18c |
| Plan'hed | 26 c | 31 c | 35½c |

| Made-up—In. | 5 | 6 | 7 |
|---|---|---|---|
| Smooth..... | 7½c | 8c | 9½c |

7 to 6 in. Smooth Tapers, pr jt..13c
6 in. Smooth T's..... " ..27c
7 to 6 in. Planished Tapers.....45c

*Yale Patent Lock Pipe—Stove.*

| | 5" | 5½&6" | 7" | 7 to 6" |
|---|---|---|---|---|
| | Cents | | | |
| Battle Ax Blue Smooth Steel. | 6 | 6½ | 7½ | 8 |
| Double Lock Peerless Blue Smooth Steel. | 6½ | 7½ | 8½ | 8½ |
| Can't Slip Blue Smooth Steel. | 6½ | 7½ | 8½ | 8½ |
| Duplex Polish'd Blue Smooth Steel..... | 8½ | 9½ | 10½ | 10½ |
| Yale Russia Fin | 15½ | 16½ | 17½ | 17½ |
| Plan'h'd Duplex | 29½ | 30½ | 37 | 38 |
| Galvano, Galvanized Iron.. | 15 | 16 | 17 | 17½ |

If wanted made up, add per joint for grooved, 1c; riveted, 1½c. Crating made-up pipe extra.

*Wrought Iron Gas Pipe*
¼-in., black.....discount, 60%
⅜-in. ..... " 60,10&5%
½-in. to 6-in.. black... " 70%
7 " 12 " .. " 62½%
galvanized " 42%
⅜ " " 50%
½ " 6 " " 57½%
7 " 12 " " 45%

### PLANES.

Sargent Iron Bench.....60%
Stanley Iron Bench.....25&10%

### PLANTERS.

*Corn.*
Monitor.....per doz..$7 75
Triumph..... " .. 6 00
Segment..... " .. 9 00

*Potato.*
Acme.....per doz..$6 25
Challenge..... " ..11 00
Plagree..... " .. 2 25
Eureka ..... " .. 6 25

### PLATES, TIN.

See Metals in Column 1.

### PLIERS.

| *Button's*—In. | 4½ | 6 | 8 | 10 |
|---|---|---|---|---|
| Per doz..... | $2.75 | $3.25 | $4.15 | $5.15 |

*Button's Pattern.*

| In. | 4½ | 6 | 8 | 10 |
|---|---|---|---|---|
| Per doz..... | $2.15 | $2.40 | $2.90 | $3.75 |

*Cutting.*
Bernard's.....30%
Lodi.....50%

*End and Diagonal Cutting.*
Swedish Side .....70%
Utica Drop Forge & Tool Co....50%

*Fencing.*
Farmers' Choice....per doz ..$6 00
Russell's..... " .. 8 25

*Flat and Round Nose.*
Bernard's.....30%
German .....65%
Lodi.....50%
Paragon.....30%

| Gas—In. | 6 | 8 | 10 | 12 |
|---|---|---|---|---|
| Per doz... | $3.35 | $3.60 | $4.60 | $5.00 |

*Tinner's.*
Hollow.....40%
Solid.....each..5½c

### PLUMBS AND LEVELS.

Common.....70%
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%

*Stanley's.*

| Nos. | 00 | 0 | 2 | 3 |
|---|---|---|---|---|
| Per doz.. | $4.50 | $5.00 | $7.35 | $8.40 |
| Nos. | 30 | 25 | 50 | 35 |
| Per doz. | $12.00 | $17.00 | $17.00 | $12.00 |

### POINTS.

Drive Well Points.....75&10%

### POKERS—STOVE.

Wr't Steel, str't or bent, pr doz.$0.55
Wr't Steel, wood hand'le " " .80
Nickel pl'td, coil hdl's.. " " .65

### POKES—ANIMAL.

Cracker Jack, wr't steel, per doz.....$4.50

### POLISH.

*Metal.*
Pride of the Bar.....$1.60
Putz Cream.

| Pts. | 1-6 | ½ | 1 |
|---|---|---|---|
| Per doz..... | $0.80 | $1.10 | $1.65 |

| Pts. | 1 | 2 | 8 |
|---|---|---|---|
| Per doz | $2 75 | $4.50 | $7.50 | $12.50 |

White Silk half pints, per doz.$2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

| Pts. | 1-6 | ½ | 1 | 2 |
|---|---|---|---|---|
| Per doz..... | $0.70 | $1.35 | $2.25 | $3.00 |

*George William Hoffman.*
U. S. Metal Polish Paste, 3 oz. boxes, per doz., 50c; pr. gro ..$4.55
½-lb. boxes, per doz..... 1.20
1-lb. boxes, per doz..... 2.25
U. S. Liquid, 8 oz. cans, per doz., $1.25; per gro.....12.00
Barkeepers' Friend Metal Polish, per doz., $1.75; per gro..18.00

*Shoe.*
M. D. C.....per doz. 35c@50c
F. C. O..... " .....40c
T. M..... " 55c@$1.75
Imperial.....per gr.....$5.00

*Stove.*
Black Eagle, 1 ℔ cans. pr gr..$15.00
Black Silk—
5 ℔. pail.....$0 70
Paste, 5 oz. cans....per doz. 75
Paste, ½ lb. cans.... " 1 00
Liquid, ½ pint cans..per doz $1 00
Liquid, 6 oz. cans... " 75
Steel Range Gloss.... " 1 75
Blackene, 1 ℔ cans....pr gro. 13 00
Black Jack, ½ ℔ cans.. " 9 25
Dixon's Carb. of Iron.. " 5 75
Nickel Plate..... " 4 50

### POPPERS, CORN.

Round or Square, 1 qt. per dz, ..$ 95
Square, 1½ qt..... " 1 10
Square, 2 qt..... " 1 25
2 qt. Reversible..... " 1 60

### POTS, FIRE.

Bernz.....each $3 85
Clayton & Lambert's, ea..$4 75@6 25
Gate City.....each 6 25
Gem.....ea..$6 75@8 50

### POWDER.

See Ammunition.

### PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....25%
Hemis .....per doz. $1 85

### PRIMERS.

See Ammunition.

### PRUNERS.

Disston's Pole.....per doz. $6 50
Henry's Improved..... " 75&10%
Water's Improved..... " 80%

### PULLERS.

*Cork.*
Daisy.....each $3 10
Phoenix..... " 1 40
Quick and Easy..... " 2 70

*Nail.*
Giant.....per doz..$10 50
Giant Pattern..... " .. 6 00
Jumbo ..... " .. 9 00

*Tack*—Giant ..... " .. 40

### PULLEYS.

*Awning*—Jap'd.....60%
*Clothes Line*.....50&10%
*Hay Fork.*
Iron Wheel, 5 in.....per doz. $1 75
Wood Wheel, 6 in.... " 1 75
Wood Wheel, 6 in., pass knot..... .... " 2 15
*Hot House*—Jap'd .....50&10%
*Screw*..... " .....60%
*Side* ..... " .....50&10%
*Sash.*
Clark's .....per doz $0 36
Common Sense, 2 in .. " 38
" Pattern. 2 in.. " 20
Empire..... " 30
Ideal..... " 38

### PUMPS

*Pitcher Spout.*

| Nos. | 1 | 2 | 3 | 4 |
|---|---|---|---|---|
| Each ..... | $.98 | 1.12 | 1.25 | 1.60 |

*Spray.*
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
" copper ..... " 6 75
Daisy..... " 9 00
Little Giant.....each 2 25

### PUNCHES.

*Conductors'.*
No. 22.....per doz. $2 25
*Machine*.....per ℔. 19
*Saddlers'.*
Common.....per doz. 60c@70c
Good..... " 72c@84c

### PUTTY.

*In Bladders.*
Strictly pure.....per 100 ℔s. 2 35

### RAIL.

*Barn Door.*
Crescent T..... 4½c
Double Flange..... 2½c
Matchless, 1 in..... 3c
Matchless, 1½ in ..... 3½c
Storm King..... 4c
World's Best ..... 7c
*Sliding Door.*
Painted steel.....per ft. 4½c
Bronzed wrought iron... " 8½c

### RAKES.

*Coal* or Wood.....per doz. $5.20
*Garden.*
Steel.....70&10%
Steel, bow.....70&10%
Malleable Iron, heavy.....70&5%
*Hay.*
Wood.....$1.50@$3 00
*Lawn*—Wood.
XXX .....per doz. 3 00
Automatic ..... " 5 25
Lawn Queen..... " 3 00
Jumbo, 36 teeth..... " 5 50

### RASPS—See Files.

### RAZORS.

Bo-ras-ic .....50%
Red Devil.....50%
Tree Brand .....50%

### REGISTERS.

List December 5, 1904.

Black and White Japanned.....70%
Nickel Plated.....70%
Electroplated, Brass, Bronze or Copper.....70%

### RINGS

*Bull.*

| Copper..... | 2½ in | 3 in. |
|---|---|---|
| Per doz..... | $1.40 | $1.80 |
| Rea's Impro'd Self Piercing copper, pr d'z. | 2.00 | |
| Steel per doz.. | .85 | .95 |
| Nickel Plated | 1.35 | ... |

*and Ringers*—Hog.
Blair's Rings.....per doz. $0 58
Blair's Ringers..... " 75
Brown's Rings..... " 50
Brown's Ringers..... " 80
Champion Ringers... " 1 60
Hill's Ringers..... " 70
Hill's Ring, boxes..... " 47
Major Rings ..... " 60
Perfect Ringers..... " 95
Wolverine Rings..... " 1 40
Wolverine Ringers... 80
*Fruit Jar.*
White.....per ℔ 30c
*Key.*
Split, round.....per doz. 17c
Split, square..... " 32c
Ball, Round..... " 32c

### RIVETS.

*and Burrs.*
Copper Belt .....20%
Coppered Iron.....70&5%
Tinners' .....60&10%
*Hame* .....per ℔. $0 10
*Slotted Clinch*.....per doz. 40c@45c
*Tubular.*
Nos. 1 and 2 assorted sizes, doz. 45c

### RIVET SETS.

See Sets.

### ROPE.

*Cotton.*
¼, 5-16-in. Com. on reels..per ℔. 11½c
¼, 5-16-in. Com. in coils .. " 12c
¼, 5-16 Imperial in coils . " 21c
*Sisal*
1st quality.....11½c
Hardware Grade, rates.per ℔. 9½c
*Pure Manila.*
1st quality..... " 14½c
Hardware Grade, rates. " 13½c

### RULES

Boxwood.....60%
Ivory .....

### SASH WEIGHTS.

See Weights

### SAWS.

*Back.*
Disston's .....30&5%
Jackson's.....30&5%
*Butchers'.*
Disston's.....40&5%
*Circular.*
Disston's.....50%
Hiles'.....50&10%
*Compass.*
Common.....per doz. $1.35@$1.60
Disston's.....25&7½%
*Cross-Cut.*
Disston's..... 40&10% &50%
*Dehorning.*
Disston's..... " 5 75
*Hack.*
Disston's.....$ 25
Keystone.....30%
*Hand and Rip.*
Brown's .....30&7½%
Disston's No. 7.....30&10%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120 (new list) 25&10%
Keystone.....35&5%
Enterprise, hand.....per doz.$5 00
Our Saw, hand..... " 4 00
Our Saw, rip..... " 4 50
*Keyhole*—Disston's.....30&5%
*Kitchen.*
Sterling.....25%
*One Man* .....50%
*Panel.*
Brown's.....30&7½%
Disston's No. 7.....35&5%
Disston's No. D100.....30&5%
*Pruning.*
Brown's.....25&7½%
Disston's.....30&5%
*Wood.*
Common.....per doz. $4 50
Clover Leaf..... " 6 50
No. 44 Bishop..... " 6 50
Perfection ..... " 8 00
Crescent ..... " 5 00

### SAW BUCKS—See Bucks.

### SAW SETS—See Sets.

### SAW TOOLS—See Tools.

### SAW FRAMES.

Common, plain.....per doz. $1 35
" painted.... " 1 70

### SCALES.

*Counter.*
Pelouze..... .....40&10%
*Platform.*
Osgood.....50%

### SCOOPS.

*Grain.*
½ Bu. "Hercules,"..per doz. $13 70
1 " " " 15 00

### SCRAPERS.

*Box.*
Stanley's Adjustable, per doz.$3 00
Triangular..... " 4 00
*Cabinet.*
Cast Steel..... " 60c@75c
Stanley's No. 80..... " $7 80
*Road.*

| Cubic ft. | 7 | 5 | 3 |
|---|---|---|---|
| Without runners, ea. | $4.00 | 3.75 | 3.50 |
| With runners.... " | 4.25 | 4.00 | 3.75 |

### SCREWS.

*Bench.*

| Iron, in,..... | 1 | 1½ | 1½ |
|---|---|---|---|
| | $3.25 | $3.75 | $4.50 |

Wood, white maple..per doz. $3 50
*Hand*—Wood.....30&5%
*Hand Rail*.....80&10%
*Jack* .....70&10&10%
*Lag or Coach*—all sizes, gimlet pointed.....75&5%
*Saw*—Centennial.

| Nos. | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Per doz. | 18c | 20c | 25c | 30c | 23c | 25c |

*Wood.*
F. H. Bright.....87½&10&5%
R. H. Blued..... 85&10%
F. H. Jap'd.....82½&10%
F. H. Brass.....85&10%
R. H. Brass.....80&10%
R. H. Nickel Plated.....80

### SCYTHES.

Clipper, grain.....per doz. $9 5
Clipper, grass ..... " 8 7
Clover Leaf Dutchman " 7 2
Honest Dutchman..... " 6 50
BeVe B..... " 90

### SHAVING SETS.

Smith & Hemenway.....60%

### SETS.

*Nail.*
Round, common.....per doz. $0 33
Square, " ..... " 42
Octagon " ..... " 33
No. 5 Square,..... " 75
Cup Point, knurled, pr. doz.....75

*Rivet.*
Farmers'.....per doz. $1 20
Tinners'.....50&10%

*Saw.*
Aiken's Pattern.....per doz. $3 50
Common Lever..... " 1 20
Disston's Monarch... " 6 50
" X Cut..... " 12 00
German ..... " 1 05
Morrill's Old Style... " 5 00
" Pattern.... " 3 25
Leach's..... " 80
Nash's Hand..... " 3 15
" X Cut..... " 4 20
Stillman's Lever..... " 1 20
" X Cut..... " 2 50

### SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Smith & Hemenway.....20%

### SHAVES, SPOKE.

Iron.....per doz. $1.10@$1.85
Wood..... " 2.75@ 4.75
Bailey's.....50&5%
Goodell's.....15%
Stanley's Universal.....30&5%

### SHEARS

*Pruning.*
Buckeye, No. 1.....per doz. $5 75
" No. 2..... " 7 40
California Pat.. 9 in.. " 3 20
" " 10 in.. " 4 00
Draw Cut, No. 3..... " 13 75
" " No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 $2.10 $2.90 $2.80
Star.....per doz. $4.00

*Sheep*—No. BBA.
Inches..... 6 6½ 7
Reg. Grip..... $11.25 $11.50 $12.00
Nar. Grip, doz. 11.00 11.25 12.25

*Tinners'*—See Snips.

### SHEAVES, SLIDING DOOR.

*Common.*
Inches..... 3 4 5
Per set..... $0.34 $0.42 $0.70

*Hatfield's.*
Per set..... .75 1.00 1.60

### SHELLS—See Ammunition.

### SHELLERS, CORN.

Union..... per doz. $6.75

### SHIELDS.

Expansion Bolt Shields.....50&10%

### SHOES.

*Conductor*.....60&10%

### SHOE POLISH—See Polish.

### SHOT—See Ammunition.

### SHOVELS AND SPADES.

*Coal.*
No. 2 Woodford .....per doz. $5 50
No 183. ..... " 6 00
Ames' new list.....Discount 12½%

Per Doz.
Neverbreak, hollow bck, blk. $15 75
National.... " " " 14 75
Buckeye .... " " " 10 00
Mohawk.... " " 9 00

*Drain.*
Iwan's Perfection.....50%

*Railroad, Etc.*
Black Diamond.....per doz $10 50
Crescent..... " 5 75
Keystone..... " 8 75
Star..... " 4 75
Vaterland..... " 9 50
Hollow Back..... " 4 75
Ames' new list.....Discount 12½%

*Snow.*
Per doz.....$1.65@$9.00

*Alaska Steel.*
D Handle.....per doz. $3 50
Long Handle..... " 3 00

### SINKS.

*Cast Iron.*
Painted..... 60%
Enameled, White.....60%

*Wrought Steel.*
Painted, new list.....40-10&5%

### SLEDGES—See Hammers.

### SNAPS, HARNESS.

Champion.....33⅓%
German Pattern.....30&5%
Jud'd's Pattern.....50%

### SNATHS.

Double Ring, Bush.....per doz. $5 25
Patent Loop " .... " 4 75
" " Grass..... " 4 50

### SNIPS, TINNERS'.

Wiss.....40%
National.....40&10%

### SOLDER—See Metals.

### SPRINGS, DOOR.

*Perfect.*
Nos..... 1 2 3 4
Per doz.... 30c 35c 40 45c

*Reliance.*
Per doz.....light $1.25; heavy $2 50

*Star.*
Per doz..... light 90c; heavy $1 35
Torrey's.....per doz. $1 35
Warner's No..... 11 13
Per doz..... 75c $1.35

### SQUARES.

*Steel and Iron*..... ... .. 70%
(Add for Bluing, $2.50 per doz., net)

*Mitre.*
Stanley's No. 12 ... .....60%

*Try.*
Stanley's No. 20, new list. .45&10%
" No. 12 and 14.....55%

*Try and Bevel.*
Stanley's..... .....55&5%

*Try and Miter.*
Fox's.....per doz. $5.75
Winterbottom's.....70%

### SQUEEZERS, LEMON.

Common Wood.....per doz $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 75
Iron Frame, p'rel'n bowl " 2 25
" glass bowl... " 2 50
Little Giant, tin'd iron. " 4 00
Drum. japanned..... " 4 60
Drum, nickel plated.... " 4 50

### STAPLES.

*Blind.*
Barbed .....per lb 9½@9¾c

*Butter Tub*..... " 8@8½

*Fence*—less than carload.
Polished.....per 100 lb $2 20
Galvanized ..... " 2 60

*Netting.*
Galvanized.....per 100 lb 4 00

*Wrought.*
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....85&10%
Extra heavy.....85%

### STEELYARD.

Discount 30%

### STONES.

*Axe.*
Hindostan.....per lb 5½@7c
More Grit ..... " 9½c
Washita..... ..... " 17 c

*Emery*.....60%@60&5%

*Oil*—Mounted.
Arkansas Hard.....per doz. $23 00
Arkansas Soft..... " 15 50
Hindostan .....per lb 6½@6¾

*Oil*—Unmounted.
Arkansas Hard.....per lb $2 05
Arkansas Soft..... " 1 10
Lilly White..... " 45
Queer Creek..... " 15
Ouachita ..... " 38
Washita ..... " 26

*Sythe.*
Black Diamond.....per gro. $8 00
Crescent ..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 50
La Moille..... " 7 00
Quinnebog..... " 5 00
Red End..... " 3 75

### STOPS, BENCH.

Hotchkiss'..... .....per doz. $3 50
Stearns'..... " 4 75

### STOPPERS, FLUE.

Common.....per doz. $0 40
Crown..... " 45
Gem, flat, painted..... " 85
Gem, cor'd, decorated.. " 70
Kirch's..... " 90
Perfect ..... " 70@85
Skinner's Common Sense " 80

### STOVE PIPE—See Pipe.

### STOVE BOARDS—See Boards.

### STOVE POLISH—See Polish.

### STRAPS.

*Scoop*.....per doz. prs. $1 85
*Skate*..... " " 60@70c

### STRETCHERS.

*Carpet.*
Bullard's.....per doz. $3 90
Exelsior ..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50

*Wire.*
N. S. Elwood's..... " 6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Safety ..... " 10 00
Star Lever..... " 6 25
Canton Tackle Block. " 9 50
Warner's ..... " 6 25

### SWIVELS.

Malleable Iron.....per lb 07
Wrought Steel.....per gro. $4 50

### TACKS.

American Cut.....90&15%
American Wire.....1.....85&20%
Bill Posters Cut .....90&20%
Blued Carpet.....90&10%
Tinned Carpet.....90&10%
Gimp.....90&10%
Upholsters' Cut .....90&20%
Upholsters Wire.....90&10%
Double Pointed.....90&10%
Copper.....per lb 32c
Canvas Nails.....75&5%
Clout Nails .....75%
Hungarian Nails.....75&10%

### TAPES, MEASURING.

Asses' Skin.....40&10%
Bend Leather.....20%
Patent Leather.....20%
Lufkin's Steel.....25%
Lufkin's Metallic.....30%

### TEE BEVELS—See Bevels.

### THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $3.00@12 00
Glass..... " 12 00

### TIES.

*Bale.*
Single Loop.....80&5%
All other kinds.....70%

*Cow*—See "Chains."

### TOOLS, SAW.

Atkins' Dexter.....per doz. $4 50
Atkins' Excelsior..... " 6 50
Disston's Universal.....40%

*Minature.*
Smith & Hemenway .....25%

### TRAPS.

*Fly.*
Balloon.....per doz. $1 15
Harper's..... " 1 25

*Game.*
Newhouse.....40&10%
New Victor.....70&10%

*Mole.*
Reddick's.....per doz. $6 00

*Mouse and Rat.*
Wood Choker...per doz. holes $0 10
Tin Choker..... " " 10
Delusion.....per doz. 1 00
Marty Rat..... " 6 00
Marty Rat Imitation.. " 3 50
Marty Mouse..... " 3 00
Marty Mouse Imitation " 2 00
Hold-em, wire rat.... " 3 75

### TROWELS.

*Brick.*
Clover Leaf.....33⅓%
Brade's.....15&5%
Disston's.....30%
Rose's.....25%

*Plasterers.*
Clover Leaf.....40%
Disston's.....25%
W. & McP.....25%

### TRUCKS.

Bag.....each $2 75
Handy..... " 1 85
Warehouse.....50&10%

| No | 1 | 2 | 3 |
|---|---|---|---|
| Half Ironed | $3.00 | $3.85 | $5.50 |
| Full Ironed | 3.45 | 4.50 | 6.45 |

### TUBS, WASH.

| *Standard, Wood* | | | | Ex. |
|---|---|---|---|---|
| Nos | 3 | 2 | 1 | large |
| Per doz | $5.00 | $6.00 | $7.00 | $ 9.50 |

*Dowell.*
Per doz.... 5.35 6.35 7.00 9.50

*Cedar.*
Per doz.... 6.10 7.10 7.90 10 80

*Indurated.*
Per doz.... 8.55 9.45 10.80 13.50

*Galvanized.*

| No | 1 | 2 | 3 |
|---|---|---|---|
| Per doz | $5.25 | $6.35 | $7.50 |

### TWINE.

Per lb
3-ply Cotton Wrapping.....25c
4 " " " .....25c
4 " " Extra Wrapping.....27c
4 " " " Hvy. Wrapping..25c
4 " " Wrapping on tubes...27c
3 " " " cones...25c
4 " " " " " ...25c
India Hemp, ¼-lb. balls.....17c
" " ½-lb. " .....16c
" " ¼-lb. " .....doz. 63c
2-ply " ½-lb. " .....11c
3-ply " ½-lb. " .....10c
Jute Wrapping, ½-lb. balls.....14c
Jute Wool, 1-lb. balls.....8½c

*Seine.*

| Nos | 9 | 12 | 15+ |
|---|---|---|---|
| Soft.....per lb | 26½ | 26 | 25 |
| Med..... " | 26½ | 26 | 25 |
| Hard..... " | 27 | 26½ | 26 |

Staging, ½-lb. ball, size 21.....26½c
" " " " 24.....26c
" " " " 27.....26c
Bagging " .....23c
3-ply "B" in hanks.....18c
4 " "B" " .....18c
3 " "A" " .....27c
3 " Silver Finish, in hanks....37c

*Fodder or Lath.*
130-strand .....6½c
200 strand.....7½

### VISES.

Phoenix.....30%
Cheney's .....30%
Parker's Oval Slide.....50, 10&2½%
Phoenix Oval Slide,

| In. | 2½ | 3 | 3½ | 4½ |
|---|---|---|---|---|
| Ea. | $1 25 | $1 50 | $1 85 | $2 75 |

Parker's Parallel.....18&30%
Parker's Victor.....15%
Parker's Combination.....75%
Solid Box.....50%
Adam's Mechanics'.....each 2 50
Williamson Universal.....60%

### WARE.

*Stove Hollow Ware.*
Plain or Unground .....60@60&5%
Ground Ware.....50@50&10%
Enameled Ware.... 45&10@50%

*Country Hollow Ware*, per 100 lbs $2.75

*White Enameled Ware.*
Maslin Kettles .....65&10%

*Covered Ware*, Tin'd and Turn'd 35-10%
Enameled.....45&10%

*Glue Pots*, Tinned.....30%
Enameled.....35%

*Enameled.*
Cherry Blossom and Chrysolite.50%

### WASH BOARDS—See Boards.

### WASHERS.

Standard O. G. cast iron...per lb. 2½c
Wrought iron in bulk per lb.:

| In. | ½ | ⅝ | ¾ | ⅞ | 1 |
|---|---|---|---|---|---|
| | 9c | 6½c | 5c | 4½c | 4½c | 4½c | 3½c |

Wrought steel in 5 lb. boxes, per lb.

| In. | ½ | ⅝ | ¾ | ⅞ | 1 |
|---|---|---|---|---|---|
| | 10c | 7c | 6c | 5½c | 5c | 5c | 4½c |

### WASHING MACHINES—See Machines.

### WEDGES.

*Ax*.....per doz.....30
*Galling* ..... .....per lb 10½
*Saw* ..... " 8½

### WEANERS.

*Calf.*
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz..... 3 00 to 3 75
Standard, per doz..... 3 00
Hoosier, per doz..... 3 50 to 4 00

### WEIGHTS.

*Hitching* .... .....per lb 2½c
*Sash*—F.O.B. Chicago...pr ton $26 50

### WHEEL BARROWS.

Common Railroad....per doz..$15 50
Heavy " .... " .. 20 00
Panama Steel Tray " .. 35 00
Klondike " " .. 23 50
No. C4 Tubular " 43 Bryan..each 4 60
No. C5 " " 45 " " 5 25

### WHEELS.

*Corundum*.....70&10&5%
*Emery*.....75&5%

| *Well* In. | 8 | 10 | 12 | 14 |
|---|---|---|---|---|
| Per doz | $2.10 | $2.50 | $3.15 | $5.00 |

### WIRE.

| *Barbed* | Painted. | Galv'd. |
|---|---|---|
| Carloads..per 100 lbs.. | $2.60 | $2.90 |
| Less than car " .. | 2.65 | 2.95 |

*Brass.*
In coils.....30%
In 1 lb spools, new list.....50&10%

*Broom*—Tinned.....60&10&10&10%

*Cable*—Same price as Barbed Wire.

*Copper.*
In coils.....20&10%33⅓%
In 1 lb spools, new list 50&10%

*Fence*—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $2.30
Nos. 6 to 9, Galv'd... " 2.60

*Hair*—New list.....50&10%

*Market.*
Bright, full bdles.....70&5%
Bright, broken bdles .....70%
Coppered, full bdles ..... 70%
Coppered, broken bdles.....65&10%
Tinned, full bdles..... 70&5%
Tinned, broken bdles.....65&10%

*Picture*—In coils.....80%@80&10%
In 5 lb. spools .....per lb..25c

*Plain*—Small lots.....$2.10
Car lots .....2.05
Small spools 5c per hundred higher.

### WRENCHES.

Acme Standard.....60%
Alligator No. 1..... .....85c net
Always Ready..... 50&10%
Coe's Standard.....40&10&5%
Agricultural.....75&10%
Ellis Adjustable.....25%
Malleable "S".....per lb. 08c
Malleable..... " 08c
Stillson Pipe .....70%
Trimo " .....65&10%

### WRINGERS.

No. 22, Guarantee....per doz.$22 50
No. 110, Guarantee.... " 22 50
No. 110, Brighton..... " 23 50
No. 110, Bicycle ..... " 31 50
No. 500, Royal . ..... " 22 50
No. 350, Universal.... " 28 00
No. 300, Novelty..... " 28 00
No. 310, Keystone .... " 28 00
No. 100, Rival..... " 23 50
No. 330, Relief..... " 28 00
No. 200, Superior..... " 35 00
No. 15, Star..... 18 50

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**Acetylene Generators**

Ideal Epworth Acetylene Co., Johnstown, Pa.

**Ash Sifters**

Hill Dryer Co., Worcester, Mass

**Ammunition**

Stevens, J Arms & Tool Co., Chicopee, Mass

**Bolts**

Columbus Bolt Wks., Columbus, O
Star Expansion Bolt Co., New York, N.Y

**Boxes—Hardware**

Green, A. H., New York

**Brass and Copper**

Hungerford, U. T., Brass & Copper Co. New York, N. Y.
Plume & Atwood Mfg. Co., Chicago

**Cans**

Roseland Can & Spec. Co., Rockford, Ill
Stuber & Kuck, Peoria, Ill

**Carpenter Benches**

Grand Rapids Hand Screw Co., Grand Rapids, Mich

**Carpenters' Tools**

Davis & Cook, Watertown, N. Y
Duby & Shinn Mfg. Co., Branchport Station, Long Branch, N.J
Fox's "N. P." Tools, New York City
Griffin Mfg. Co., Erie, Pa
Stanley Rule & Level Co., N. Britain, Ct

**Ceilings—Metal**

Berger Mfg. Co., Canton, O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Edwards Mfg. Co., Cincinnati, Ohio
Eller Mfg. Co., Canton, O
Friedley-Voshardt Co., Chicago, Ill
Kanneberg Roofing & Ceiling Co., New York
Keighley Met. Ceiling Co. Pittsburg, Pa
Milwaukee Artistic Metal Ceiling Co., Milwaukee, Wis
Northrop, Coburn & Dodge Co., New York
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Wheeling Corrugat'g Co., Wheeling, W. Va

**Chains**

Bridgeport Chain Co., Bridgeport, Ct

**Chains—Jack and Safety**

Hungerford, U. T. Brass & Copper Co., New York

**Chimney Tops**

American Register Co., Goshen, Ind

**Christmas Specialties**

Peck, C. A. Hardware and Mfg. Co., Berlin, Wis

**Clippers**

Hotchkiss, Edward S., Bridgeport, Ct

**Clips—Carriage Trimmer's**

U. S. Clothes Pin Co., Montpelier, Vt

**Clothes Dryers**

Hill Dryer Co., Worcester, Mass
Mannen & Esterly, Cleveland, O

**Clothes Pins**

U. S. Clothes Pin Co., Montpelier, Vt

**Coil Springs**

Pullman Mfg. Co., Rochester, N.Y

**Combination Boilers**

Smith, Chas. Co., Chicago
Stoltz, F. D., Chicago, Ill

**Commode Pails**

Pierce & Laux. Burlington, Iowa

**Conductor Hangers**

Berger Bros. Co., Philadelphia, Pa

**Conductor Pipe**

American Rolling Mill Co., Middletown, O
Berger Mfg. Co., Canton, O
Canton Mfg. Co., Canton, O
Clark, Quien & Morse, Peoria, Ill
Eller Mfg. Co., Canton, O
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Reeves Mfg. Co., Canal Dover, O
Schoedinger, F. O., Columbus, Ohio
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Wheeling Currugating Co., Wheeling, W. Va

**Copper and Brass**

Hungerford, U. T., Brass & Copper Co, New York, N. Y
Plume & Atwood Mfg. Co., Chicago

**Corn Cribs**

Denning Wire & Fence Co., Cedar Rapids, Ia

**Cornices**

Berger Mfg. Co., Canton, O
Canton Mfg. Co., Canton, O
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co., Canton, O
Schoedinger, F. O., Columbus, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

**Cornice Brakes**

Bertsch & Co., Cambridge City, Ind
Niagara Machine & Tool Wks., Buffalo, N.Y

**Cutlery**

Gillette Sales Co., New York, N. Y
Hotchkiss, Edward S., Bridgeport, Ct
Weiss, L. T. Brooklyn, N.Y

**Cut Offs—Rain Water**

Cooney & Geiger, Indianapolis, Ind
La Crosse Steel Roof. Co., La Crosse, Wis

**Dampers**

Sayre Stamping Co., Sayre, Pa
Taylor & Boggis Fdy. Co., Cleveland, O

**Dish Washers**

Sanitary Specialty Co., Detroit, Mich

**Door Hangers**

Safety Door Hanger Co., Ashland, O

**Eaves Trough**

Asire, I. H., Forest, O
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Garry Iron & Steel Co., Cleveland, O
Iwan Bros., Streator, Ill
La Crosse Steel Roof. Co., La Crosse, Wis
Schoedinger, F. O., Columbus, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Whitacre, J. E. Mfg Co., Rockford, Ill
Wheeling Corrugating Co., Wheeling, W. Va

**Elbows—Conductor Pipe**

Canton Mfg. Co., Canton, O
Dieckmann, F., Cincinnati, O
Eller Mfg. Co., Canton, O
Reeves Mfg. Co., Canal Dover, O
Wheeling Corrugating Co., Wheeling, W. Va

**Elbows—Stove Pipe**

Reeves Mfg. Co., Canal Dover, O

**Electro Plating Outfits**

Hanson & Van Winkle Co., Chicago, Ill

**Elevators**

Kimball Bros. Co., Council Bluffs, Ia

**Enameled Ware**

Briscoe Mfg. Co., Detroit
Lisk Mfg. Co., Canandaigua, N. Y
Reed Mfg. Co., Newark, N. Y
Star Enameling and Stamping Co., Pittsburgh, Pa

**Enameling and Stamping Plants**

Volkommer-Reich Co., Pittsburg

**Engineers & Contractors**

Volkommer-Reich Co., Pittsburg

**Firearms**

Stevens, J. Arms & Tool Co., Chicopee, Falls, Mass

**Fishing Tackle**

Enterprise Mfg. Co., Akron, O

**Fencing—Wire**

Cyclone Fence Co., Waukegan, Ill
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

**Fences—Iron**

Stewart Iron Works Co., Cincinnati, O

**Files**

Carver File Wks., Philadelphia, Pa
Disston Henry & Sons, Philadelphia, Pa

**Forming Rolls**

Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y

**Foundry Supplies**

Obermayer, S. Co., Cincinnati, O

**Furnaces—Hot Air**

American Furnace Co., St. Louis, Mo
Beckwith, Estate, P. D. Dowagiac, Mich
Boynton Furn. Co., New York & Chicago
Detroit Heating & Lighting Co., Detroit, Mich
Forest City Fdy. & Mfg. Co., Cleveland, O
Green Fdy. & Furn. Wks., Des Moines, Ia
Haynes-Langenberg Mfg Co., St. Louis
Henry & Scheible Co., Cleveland, O
Hess, Snyder Co., Massilon, O
Kelsey Heating Co., Syracuse, N. Y
Kontny, John, Chicago, Ill
Magee Furnace Co., Boston
Mannen & Esterly Co., Cleveland, O
March-Brownback Stove Co., Pottstown, Pa
May & Fiebeger, Akron, O
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Pittsburg Stove & Range Co., Pittsburg, Pa
Quaker Mfg. Co., Chicago
Ralt, Walter S. & Co., Chicago
Richardson & Boynton Co., New York, Chicago, Boston
Schwab, R. J. & Sons Co., Milwaukee, Wis
Sheppard, I. A. & Co., Philadelphia, Pa
Smith & Anthony Co., Boston, Mass
Stanton Heater Co., Martin's Ferry, O
Youngstown Furn. & Supply Co., Youngstown, O

**Furnaces—Tinners'**

Bickelhaupt Skylight Works New York
Burgess Soldering Furnace Co., Columbus. O
Clayton & Lambert Mfg. Co., Detroit
Turner Brass Works. Chicago

**Furnace Pipe and Fittings**

Green Fdy. & Furn. Wks., Des Moines, Ia
Mueller, L. J. Furn. Co., Milwaukee Wis
Smith, Charles Co., Chicago

**Galvanized Ware**

Wheeling Corrugating Co. Wheeling, W. Va.

**Hand Screws**

Grand Rapids Hand Screw Co., Grand Rapids, Mich

**Hand Punching Machines**

American Lock Nut Co., Oregon, Ill

**Hangers—Garment**

Pullman Mfg. Co., Rochester. N.Y

**Hardware Jobbers**

Clark, Quien & Morse. Peoria
Paxton & Gallagher Co., Omaha

**Hardware Specialties**

American Fork & Hoe Co., Cleveland, O
Arcade Mfg. Co., Freeport, Ill
Carver File Co., Philadelphia, Pa
Enterprise Mfg. Co. of Pa., Philadelphia, Pa
Peck, C. A., Hdw. Co., Berlin, Wis
Peck, Stow & Wilcox Co., Cleveland, O
Pritchard-Strong Co., Rochester, N. Y
Pullman Mfg. Co., Rochester, N. Y
Roseland Can & Spec. Co., Rockford, Ill
Taylor & Boggis Fdy. Co., Cleveland, O
Wilkinson Mfg. Co., New York, N. Y

**Heater Combination**

Smith, Chas., Co., Chicago
Stolz, F. D., Chicago, Ill

**Heating**

Detroit Heating & Lighting Co., Detroit, Mich
Quaker Mfg. Co., Chicago

**Hinges**

Griffin Mfg. Co., Erie, Pa

**Hollow Ware**

Avery Stamping Co., Cleveland, O
Sperry, D. R. & Co., Batavia, Ill

**Ice Cream Freezers**

North Bros. Mfg Co., Philadelphia. Pa
Richmond Cedar Wks., Richmond, Va

**Industrial Plants**

Vollkommer & Co., Pittsburgh, Pa

**Iron Fence**

Stewart Iron Works, Cincinnati, O

**Kitchen Utensils**

Avery Stamping Co., Cleveland. O
Lisk Mfg. Co., Canandaigua, N. Y
Reed Mfg. Co., Newark, N. Y

**Ladders—Shelf**

Calander, John, St. Paul. Minn

**Lanterns**

Berger Mfg. Co., Canton, O

**Levels**

Baker-McMillen Co., Akron, O
Davis & Cook, Watertown, N. Y
Stanley Rule & Level Co., New Britain, Ct

**Lighting Systems**

Detroit Heating & Lighting Co., Detroit, Mich
Ideal Epworth Acetylene Co., Johnstown, Pa.

**Lightning Rods**

Maher & Son, Preston, Iowa

**Locks**

Yale & Towne Mfg. Co., New York, N.Y

**Mail Boxes**

Blick-Williams Co., Indianapolis, Ind
Signal Mail Box Co., Joliet. Ill

**Metal Lath**

Wheeling Corrugat'g Co., Wheeling, W.Va

**Metal Ornaments and Statuary**

Gerock Bros. Mfg. Co., St. Louis, Mo

**Metal—Perforated**

Harrington & King Perforating Co., Chicago. Ill

**Metal Polish**

Hoffman, Geo. W., Indianapolis, Ind

**Metal Shingles**

Burton, W. J. Co., Detroit, Mich
Edwards Mfg. Co., Cincinnati, O
Cortright Metal Roofing Co., Philadelphia
Nat'l Sheet Metal Roof. Co., Jersey City
Wheeling Corrugating Co., Wheeling, W. Va

**Miters**

Whitacre, J. E. Mfg. Co., Rockford, Ill

**Mop Wringers**

Eagle Cooperage Wks., Circleville. O

**Nails and Tacks—Copper**

Hungerford, U. T., Brass & Copper Co., New York
Standard Horse Nail Co., New Brighton, Pa

**Nickel Plating Plants**

Hanson & Van Winkle Co., Chicago

**Nuts**

American Lock Nut Co., Oregon, Ill
Columbus Bolt Works, Columbus. O
Parland Nut & Rivet Co., Pittsburgh, Pa

**Paints**

Connors, Wm., Paint Mfg. Co., St. Louis
Dixon, Jos. Crucible Co., Jersey City, N. J
Enterprise Paint Mfg. Co., Chicago

**Pencils**

Dixon, Jos. Crucible Co., Jersey City, N.J

**Perforated Metal**

Harrington & King Perforating Co., Chicago, Ill

**Photograph Clips**

U. S. Clothes Pin Co., Montpelier, Vt

**Pistols**

Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

**Planes**

Stanley Rule & Level Co., New Britain, Ct

**Post Hole Augers**

Iwan Bros., Streater, Ill

**Pumps**

Beckman Bros., Des Moines, Ia
Berger Mfg. Co., Canton, O
Hess-Snyder Co., Massillon, O

**Punches**

American Lock Nut Co., Oregon, Ill
Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, L. T., Brooklyn, N.Y

**Radiators**

Rochester Radiator Co., Rochester N.Y

**Rasps**

Disston, Henry & Sons., Philadelphia, Pa

**Razors**

Gillette Sales Co., Times Bldg., New York City

**Registers**

American Register Co., Goshen, Ind
Henry & Scheible Co., Cleveland. O
Mueller, L. J., Furn. Co., Milwaukee, Wis
Schwab & Sons Co., Milwaukee, Wis
Standard Register Co., Cleveland, O
Symonds Mfg. Co., E. St. Louis, Ill
Tuttle & Bailey Mfg. Co., New York
Wooden Ventilator Co., East Palestine, O

**Rifles**

Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

**Rivets**

Hungerford, U. T., Brass & Copper Co., New York, N. Y

**Roofing**

H. W. Johns-Manville Co., New York, N.Y
McClure Co., Pittsburg, Philadelphia
Milwaukee Corrugating Co., Milwaukee. Wis
Tanner & Co. Indianapolis, Ind
Wheeling Corrugating Co., Wheeling, W. Va

**Roofing—Asphalt**

Stowell Mfg. Co., Jersey City, N.J

**Roofing—Iron and Steel**

Berger Mfg. Co., Canton. O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Canton Mfg. Co., Canton, O
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co., Canton. O
Follansbee Bros. Co., Pittsburgh. Pa
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
Kanneberg Roofing & Ceiling Co., New York, N. Y
La Crosse Steel Roof. Co., La Crosse. Wis
Milwaukee Artistic Metal Ceiling Co., Milwaukee, Wis
Nat'l Sheet Metal Roof. Co., Jersey City
Niles Corrugating Co., Niles. O
Reeves Mfg. Co., Canal Dover. O
Schoedinger. F. O., Columbus. O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

**Roofing Cement**

Garry Iron & Steel Co., Cleveland, O

**Roof Paint**

Dixon, Jos. Crucible Co., Jersey City, N.J
Garry Iron & Steel Co., Cleveland, O

**Rules**

Lufkin Rule Co., Saginaw, Mich
Stanley Rule & Level Co., New Britain, Ct

**Sash Balances**

Pullman Mfg. Co., Rochester. N.Y

**Sash Chain, Ribbon & Wire Cord**

Pullman Mfg. Co. Rochester. N.Y

**Saws and Saw Sets**

Disston, Henry & Sons, Philadelphia, P
Goodell-Pratt, Greenfield. Mass

**Scales**

Beckman Bros., Des Moines, Ia

**Screens—Perforated Metal**

Harrington & King Perforating Co., Chicago, Ill

**Screen Door Checks**

Pullman Mfg. Co., Rochester, N. Y

**Screens—Radiator**

Harrington & King Perforating Co. Chicago, Ill

**Screws**

Columbus Bolt Works, Columbus, O

**Screw Drivers**

North Bros. Mfg. Co. Philadelphia, Pa

**Scuttle Openers**

Bickelhaupt, G., Skylight Works, New York, N. Y

**Seamless Tubing—Brass & Copper**

Hungerford, U. T., Brass & Copper Co., New York

**Settees—Iron**

Stewart Iron Works. Cincinnati, O

**Shears**

Bertsch & Co., Cambridge City, Ind
Simmons Hdw. Co., St. Louis. Mo

**Shears—Sheet Metal**

Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

**Sheets—Black and Galvanized**

Berger Mfg. Co., Canton, O
Parkersburg Iron & Steel Co., Parkersburg, W. Va
Wheeling Corrugat'g Co., Wheeling, W. Va

**Sheets—Planished**

Ward-Dickey Steel Co., Indiana Harbor, Ind

**Sheets—Steel**

American Sheet & Tin Plate Co. Pittsburgh, Pa
Parkersburg Iron & Steel Co., Parkersburg, W. Va
Ward-Dickey Steel Co., Chicago, Ill

**Shot Guns**

Stevens J., Arms & Tool Co. Chicopee Falls, Mass

**Shovels**

Avery Stamping Co., Cleveland, O

**Sifters**

Stuber & Kuck. Peoria, Ill

**Skylights**

Burt Mfg. Co., Akron, O
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co. Canton, O

**Skylight Gearing**

Bickelhaupt, G., Skylight Works, New York. N. Y
Weiss, H. & Co., New York, N.Y

**Slate**

Auld & Conger Co., Cleveland, O
Johnson, E. J. & Co., New York, N.Y

**Sporting Goods**

Enterprise Mfg. Co., Akron. O

**Squares, Machinists'**

Disston, Henry & Sons, Philadelphia, Pa
Duby & Shinn, Branchport Station, Long Branch, N. J
Stanley Rule & Level Co., New Britain, Ct

**Stampings—Sheet Metal**

Avery Stamping Co., Cleveland. O

**Stoves and Ranges**

Beckwith. P. D. Estate, Dowagiac. Mich
Born Steel Range Co., Cleveland, O
Culter & Proctor Stove Co., Peoria. Ill
Foster Stove Co., Ironton. O
Pittsburg Stove & Range Co., Pittsburg, Pa
Van. John. Range Co., Cincinnati. Ohio
Willard, Wm. G., St. Louis, Mo

**Stove Carriers**

Arcade Mfg. Co., Freeport, Ill
Kramer Bros. Fdy. Co., Dayton, O

**Stove Cement**

Dixon, Jos. Crucible Co., Jersey City, N.J

**Stove Clay**

Bridgeport Crucible Co., Bridgeport. Ct

**Stoves—Gas**

Adler, H. Co., Carnegie, Pa
Stove & Range, The Co. of Pittsburgh Pittsburgh, Pa

**Stove Mats**

Stuber & Kuck, Peoria, Ill

**Stove Pipes**

Edwards Mfg. Co., Cincinnati, O
Hemp & Co., St. Louis, Mo
Reeves Mfg. Co., Canal Dover, O
Wheeling Corrugat'g Co., Wheeling. W. Va

**Stove Pipe—Nested**

Wheeling Corrugating Co., Wheeling, W. Va

**Stove Patterns**

Cope Pattern, Geo. W. Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co., Quincy

**Stove Pipe Thimbles**

Stuber & Kuck, Peoria. Ill

**Stove Repairs**

Brauer, A. G., St. Louis. Mo
Brucker, M., Chicago
Manufacturers' Stove Repair Co., Chicago

**Stove Trimmings**

Troy Nickel Works. Troy, N.Y

**Sugar Kettles**

Sperry, D. R. Co., Batavia, Ill

**Tanks**

St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

**Tapes**

Lufkin Rule Co., Saginaw, Mich

**Test Tube Holders**

U. S. Clothes Pin Co., Montpelier, Vt

**Thermometers—Oven**

Evans Stamping & Plating Co., Taunton, Mass

**Tin—Perforated**

Harrington & King Perforating Co., Chicago, Ill

**Tin and Terne Plate**

Wheeling Corrugating Co., Wheeling, W. Va.

**Tinners' Tools**

Lufkin Rule Co., Saginaw, Mich
Niagara Machine & Tool Works, Buffalo. N. Y
Tanner & Co., Indianapolis, Ind

**Tinplate**

Canton Art Metal Co., Canton, O
Eller Mfg. Co. Canton. O
Follansbee Bros. Co., Pittsburgh, Pa
Garry Iron & Steel Co., Cleveland, O
McClure Co., Philadelphia, Pa
Merchant & Evans Co., Philadelphia. Pa
Milwaukee Artistic Metal Ceiling Co., Milwaukee, Wis
Schoedinger, F. O., Columbus, O

**Tinware Trimmings**

Berger Bros. Co., Philadelphia

**Tools, Etc.**

North Bros. Mfg. Co., Philadelphia, Pa

**Tree Guards—Iron**

Stewart Iron Works, Cincinnati, O

**Trowels**

Avery Stamping Co., Cleveland, O
Disston, H. & Sons, Philadelphia, Pa
Griffin Mfg. Co., Erie, Pa

**Tubing—Brass and Copper**

Hungerford, U. T., Brass & Copper Co., New York

**Tubs and Pails**

Wheeling Corrugat'g Co., Wheeling, W. Va

**Vases—Iron Reservoir**

Stewart Iron Works, Cincinnati, O

**Ventilators**

Burt Mfg. Co., Akron, O
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Friedley & Voshardt, Chicago, Ill
Globe Ventilator Co., Troy, N.Y
Merchant & Evans Co., Philadelphia. Pa
Powers Bros. Streator, Ill
Pullman Mfg. Co., Rochester. N. Y
Wooden Ventilator Co., East Palestine, O

**Wash Boilers**

Reed Mfg. Co., Newark, N. J.
Star Enameling & Stamping Co., Pittsburgh, Pa

**Washing Machines**

Bembow-Brammer Mfg. Co., St. Louis, Mo
Paxton & Gallagher Co., Omaha, Neb
Richmond Cedar Wks., Richmond, Va
Waverly Woodenware Works, St. Joseph, Mo

**Water Motors**

Divine Water Motor Co., New York

**Wire Goods**

Cyclone Fence Co., Waukegan, Ill
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

# Wants and Sales

**For Yearly subscribers THE AMERICAN ARTISAN will insert under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.**

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HUBERT E. PECK, 623 F. St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Application."

For Sale—An excellent stock of hardware, well selected with practically no dead stock on hand. Tinshop and plumbing in connection, stock invoicing at about $5,000. Business has been established for over 36 years in one of the best agricultural sections in Iowa. Good reasons for selling out. Investigate at once. Address "C-8," care of THE AMERICAN ARTISAN, Chicago. 23-3t

For Sale—Stock of hardware. Will invoice about $2,000. Tin shop in connection. Only hardware store in town. Good reason for selling. Address H. L. Mitchell, Ellisville, Ill. 23-3t

For Sale—New, clean and complete stock of hardware and stoves. Will invoice about $4,500; with fine large tin shop; room in double front. Store rent cheap. In Green Bay, Wis. Address L. & T., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

For Sale—Stock of hardware, stoves and tinware in good county seat town of southern Indiana. Invoice about $4,000. Cash only; no trade considered. Address Box 304, Salem, Ind. 22-3t

Wanted—Good stock of general hardware, $4,000 to $6,000, in exchange for good North Dakota farm lands, by us. Address E. I. C., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-2t

For Sale—Hardware stock, with tinning and plumbing in connection; invoicing $8,000 to $8,500, in northern Illinois. Good reasons for selling. Address C-6, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

For Sale—Up to date hardware stock; fine store; good city location; population 8,000; store 25x100; shop upstairs, 25x50. Also my residence property, 9 rooms, 4 lots. Must sell both on account of poor health. Cash deal; will sell both or separate. Address C-3, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—To buy stock of hardware of about $1,500 to $2,000, North or South Dakota or Minnesota preferred. Address A. W. Gilberson, Burke, South Dakota. 21-3t

Send for particulars of our side line. It will please you and make you some money. Address G. T. Cowgill, Cedar Falls, Iowa. 21-3t

For Sale—Hardware, tin shop and furniture store. Town of 1,500 population in central Illinois; no better country; sales $26,000 last year. Reasons for selling, more business than I can look after. Only people with the cash need answer. Address "C-2," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

For Sale—Stocks of hardware invoicing about $4,000 and two story brick building 22x80 feet, situated in good live town in central Wisconsin. Address W. & K., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 20-ufn

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## TINNERS' TOOLS.

For Sale—A complete set of brand new tinners' tools, P. I. & W. make. Address Harry Hankins Hardware Company, Monticello, Ark. 23-3t

For Sale—Tinners' bench machines and stakes. Only used six months. Good as new. Will sell any one or all at a big discount. A bargain for some one. Address Lock Box 803, Monticello, Ind. 23-3t

For Sale—Good tin shop including cornice brake and slitting shears. Will invoice about $800. Can reduce stock to suit purchaser. Will sell all or part if taken before Jan. 1, 1907. Address Simons Brothers, Sutton, Nebraska. 22-3t

For Sale—Tinning and plumbing business. Small hardware stock and bicycle repair shop; employing six men; good town; best location. For particulars address R. C. Miller, Escondido, Cal. 22-3t

Wanted—Tinner who understands plumbing and furnace work; must be sober; good wages; permanent. Address "J.," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

**For Sale—Cheap or exchange for others, lot of second-hand tinsmith's tools and machines in fair condition. For list and particulars address N. B. Case, Box 169, Havre de Grace, Md. 25-ufn**

## HELP WANTED.

Wanted—One good tinner and pipe fitter at once. Address J. T. Kimber, Spring Valley, Illinois. 23

Wanted—First-class hardware clerk capable of taking charge of article when proprietor is away. Must be good salesman and able to take care of store and stock. Prefer one who understands the tinner's trade. Town of 5,000 in South Dakota. Good salary and steady position. Address "C-9," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 23-3t

Wanted—A good all around tinner; steady job by the year; married man preferred. Must be sober and not afraid of work. Address C-4, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—Good all around man for hardware, tin shop, hot water heating, etc. When you reply state age and wages. Address "Iowa," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—Good hardware clerk, prefer one that can help in tin shop if necessary. Must be perfectly temperate and reliable. Steady job in a good town in western New York. Address G. W. H., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—First-class tinner; must thoroughly understand furnace work and hot water heating. Steady job and good wages. Give full particulars as to experience and salary desired. Address C-7, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—February 1, a young man to keep books and assist as clerk in hardware store in Montana town. Must be a willing worker and no cigarette smoker. References required. A good opening for a good man. Address C-5, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-3t

Wanted—Between now and Jan. 1, 1907, a first-class man that can do plumbing and steam and hot water heating from plans and specifications, and take care of shop. Address M. H., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

Tinner Wanted—All around man on creamery tin. Want special man that has experience in making cheese pots; good wages. Address A-98, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

Position Wanted—By a first-class stove salesman of ability and established good trade in New York, Pennsylvania, and East. In habit of selling to best people. Best reference. Address "Best," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

Wanted—To buy second-hand set of tinners' tools and machines. State price and maker's name and how long in use. Address Charles Kruse, Richmond, Ill. 21-3t

Help Wanted—Cornice makers; good wages and steady work to experienced men. Address J. M. R., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 9-ufn

Help Wanted—By January 1, experienced furnace and boiler salesman for Illinois. Do not apply unless you have had road experience selling goods to the trade. Address Illinois, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10ufn

Help Wanted—Two furnace and boiler salesmen for Indiana, Ohio, Pennsylvania and western New York. Will only consider men practical in the heating business and prefer such who have had road experience and are acquainted with the trade in this territory. Address D. C., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10ufn

## SITUATIONS WANTED.

Situation Wanted—With up to date hardware man. Can do all kinds of repair work, eavestroughing, roofing, etc. Address Carl Swanson, Heron Lake, Minn. 23-3t

Situation Wanted—By a first-class all around tinner and furnace man who wishes to correspond with reliable parties. Can accept after the 15th of January. Address "C-10," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 23-3t

Situation Wanted—By a young clerk in hardware. Experienced. Can give the best of references. Age 23. Address Lock Box No. 24, Ambia, Ind. 22-1t

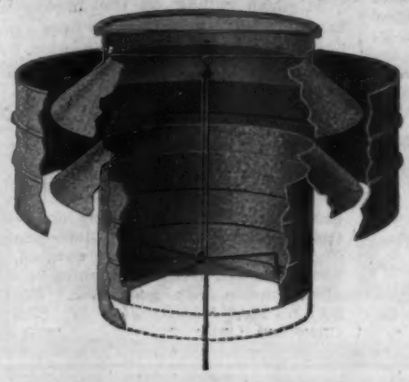
Situation Wanted—By an experienced man; a position as foundry foreman or superintendent in some stove plant. Can accept after Jan. 1, 1907. Address C. J., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-ufn

Practical tinner wants position with reliable hardware firm. Have had some experience in heating and plumbing; also with gas light system. Four years with last firm. Would want work the year around. Address "C-1," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

Wanted—Position as traveling salesman for heavy or shelf hardware, or pump, windmills and steam fitters' supplies. Am strictly sober and have had three years' experience traveling. Can furnish good references and begin work Jan. 1. Address "A-99," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 21-3t

Wanted—By up to date tinner, situation in good clean country town in eastern Iowa. Understands furnace work and ordinary plumbing and pipe work; 15 years' experience as all around man in hardware store. Good references. Address G. N., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago.

Situation Wanted—As traveling salesman in Minnesota, North and South Dakotas; have traveled successfully in far western territory to coast, in stove and range line; have traveled continually for last fifteen years in Minnesota and Dakota; am well acquainted among stove and hardware dealers in northwest; can command attention and hold trade successfully. Would consider a branch warehouse in Minneapolis for stove and range factory with a full trademark line of goods with management and salesman of same to a success in stove and range trade. Address "Successful Trade Getter," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-ufn



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The sliding sleeve used in the Burt Ventilator makes it absolutely storm proof, yet makes it possible to close the Ventilator without obstructing the light. This feature alone would warrant us in stating that the **best Ventilator made** is

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—but the fact is the Burt has so many other good points that the "light-is-never-obstructed" feature becomes merely incidental.

The damper of the Burt "stay set" in any position. It is unaffected by air currents, and never deflects air back into the room. And it is greater in pulling power than any other Ventilator, so that a smaller number of Burts may be used.

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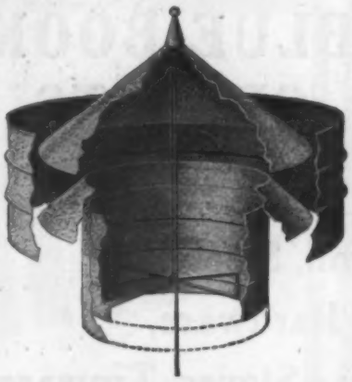
Furnished with metal or glass tops as preferred.



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*Largest manufacturers of Oil Filters and Exhaust Heads in the World.*


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### FOR SALE

USED MACHINERY—One lot shears 3′ to 8′ in length, both hand and power. One lot light and heavy sheet iron rolls. Also lever punches and shears. BERTSCH & CO., Cambridge, Ind. 25-u. f. n.

### MANUFACTURERS

Wishing Pacific Coast representative can arrange with live, wide-awake man. I wish only a few lines of desirable specialties handled by stove and hardware dealers; shall make headquarters in Portland, Oregon. Address "Coast," care of THE AMERICAN ARTISAN, Chicago. 20-3t

### WANTED.

Position as Manager, Salesmanager or Secretary - Treasurer of Southern California branch house of some good Eastern concern. Thoroughly experienced in Stove and Furnace lines, and can furnish unquestionable references. Address "B-32," care of THE AMERICAN ARTISAN, 69 Dearborn street, Chicago. 22-3t

### WANTED.

Salesman to offer five quick selling lines of Enameled Ware; territory, Iowa, Nebraska, North and South Dakota. Must be acquainted with Hardware, Housefurnishing and Stove trade. Good position to the right party. State age and experience. Address "B-33," care of THE AMERICAN ARTISAN, 69 Dearborn Street, Chicago. 22-3t

### TO EXCHANGE

Improved farm to exchange. Want a good stock of hardware or hardware and implements for a well located, improved farm in Iowa or Illinois Address B-31 care of THE AMERICAN ARTISAN, 69 Dearborn St , Chicago. 20-4t

### WANTED

A Furnace Salesman to cover Ohio, Michigan and Indiana with the best line of hard and soft coal furnaces on the market.

Requirements–Age 24 to 30 years, practical knowledge of installing furnaces, capable of handling the best class of trade in the territory.

State age, experience, reference and salary expected. Applications held in strict confidence. Address SYRACUSE STOVE WORKS, Syracuse, N. Y. 23-3t

### WANTED.

At once, a tinner who has had experience on Furnaces preferred. Steady employment for right party. State wages wanted. S. H. Keller, Marion, Ohio. 22-3t

### MANAGER WANTED.

A firm manufacturing furnaces and heaters desires to engage a manager for its plant and offices. Excellent opportunity with a growing concern. Address "B-37," care of THE AMERICAN ARTISAN, 69 Dearborn Street, Chicago. 22-3t

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Stock, patterns, and good-will of the well-known Phœnix Hot-Air Furnace. Original, durable, economical and simple; a favorite in growing demand. A fine business opportunity for a stirring business man. Sold to close up the estate of the late owner. Address PHŒNIX IRON WORKS, Utica, N. Y. 20-4t


DIXON'S

**Ticonderoga Flake Graphite** reduces friction losses in cylinders, bearings, and at all friction points. Get free sample 18-C.

**Joseph Dixon Crucible Co., Jersey City, N.J.**

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We want to buy a duplicate set of patterns of a Colonial Range with 16-inch, 18-inch and 20-inch ovens, both square top and with reservoir. Give full particulars as to construction, price and cuts or photographs of same. Address "B-39" care of THE AMERICAN ARTISAN, 69 Dearborn Street, Chicago 23-1t

## HELP WANTED

Traveling Salesmen wanted to sell Corrugated Iron, Steel Roofing, Conductor Pipe and kindred lines to trade in Ohio and Western New York. Do not apply unless thoroughly acquainted with line and the trade. State age, salary and give reference. Address "B-26," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-ufn

### WANTED

An experienced furnace salesman who can get business with a good line in Illinois, Iowa, Wisconsin, North and South Dakota territory. Address "B-38" care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 23-1t

## WANTED.

Salesman calling on the heating and hardware trade to sell as side lines a practical specialty. Liberal commission. Address "B-35," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22-ufn

## WANTED

Side Line: Salesman calling on heating trade regularly, to sell registers—commission basis. State territory covered, and how often; can make confidential or secret arrangements with good men. Address, SALES MANAGER, 2488 W. 27th St., Cleveland, Ohio. 25-u. f. n.

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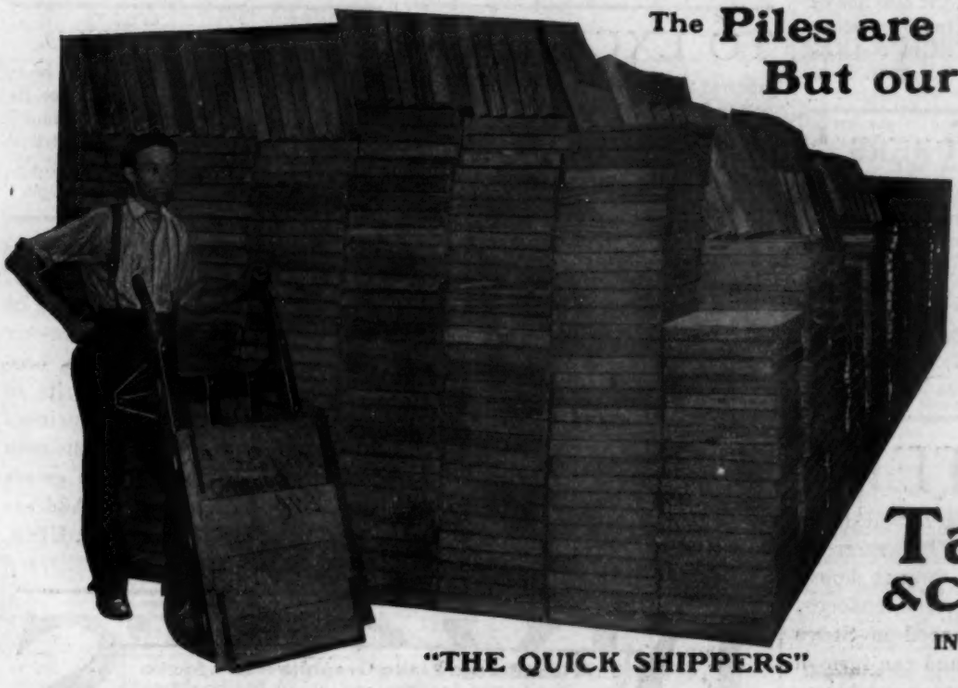

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# PROGRESS IS NO LONGER BARRED

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# SPRUCE UP

FOR

# THE AMERICAN ARTISAN'S

# WINDOW DISPLAY COMPETITION

**THE RETAIL HARDWARE BUSINESS can be aided by attractive window displays as surely as the retail dry goods business is, yet comparatively few dealers in hardware devote enough attention to their show-windows. In order to encourage the making of attractive displays, THE AMERICAN ARTISAN has decided to offer**

## One Hundred Dollars in Gold

**to hardware retailers and their assistants who will send in photographs of their windows for judgment by a capable competition committee. The Time to DO it is NOW.**

**$50.00** $50.00 in Gold for photograph and description of Best Window Display of Hardware.

**$25.00** $25.00 in Gold for photograph and description second in excellence.

**$15.00** $15.00 in Gold for photograph and description third in excellence.

**$10.00** $10.00 in Gold for photograph and description fourth in excellence.

**CONTESTANTS**—Any hardware dealer or his assistant or clerk, who is a yearly subscriber to THE AMERICAN ARTISAN at the time he sends in photograph and description of Window Display is eligible to this competition.

**TIME**—The photographs may be sent by mail or express, charges prepaid, and must reach this office not later than noon, February 28, 1907. Address all photographs to

## THE AMERICAN ARTISAN PRIZE COMPETITION

### 69 DEARBORN STREET, CHICAGO, ILL.

**CONDITIONS**—Each photograph must be signed by a fictitious name or device, and the same name or device must be put upon a sealed envelope, containing the real name and address of the contestant. This envelope is to be enclosed with the photograph.

**AWARD OF PRIZES**—The Competition Committee, one of whom will be a practical window trimming man and one a practical hardware man, will pass upon all photographs and descriptions received within the prescribed time and will decide between the contestants.

**THE AMERICAN ARTISAN** reserves the right to publish all photographs and descriptions of same submitted in this competition.

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Builders' Hardware, Dampers and Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

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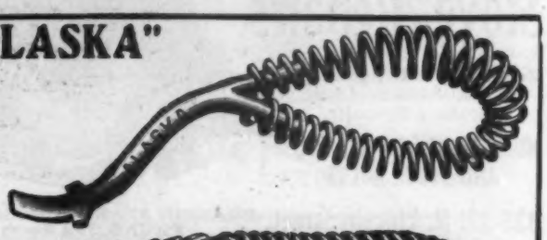

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**THE TROY NICKEL WORKS**

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ALWAYS COLD—as their name implies. The "ALASKA" is sold everywhere.

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is America's pride. No country in the world can offer a damper of such material and workmanship at so low a price as we sell them. It is stamped from best nickeled steel and is constructed to stand greatest strain. Can be put in or taken out most readily.

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We have got just what you want, no matter what it may be, from a melting furnace to a wheelbarrow or gratuitous advice.

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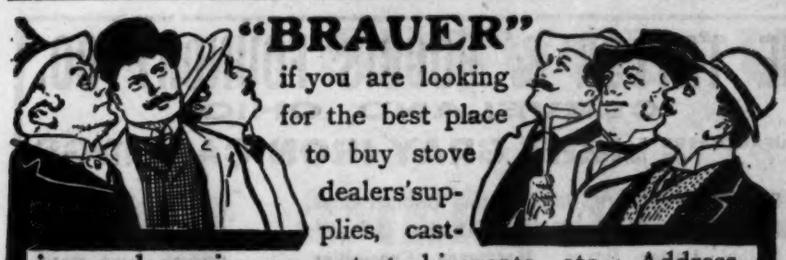

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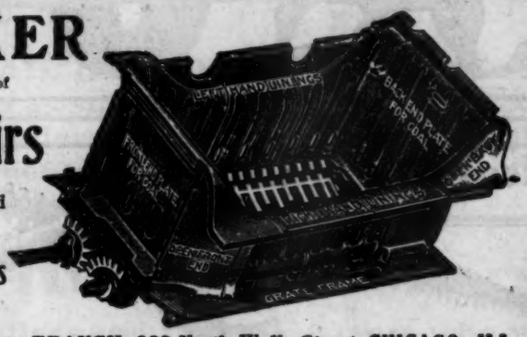

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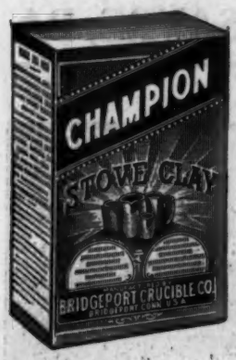


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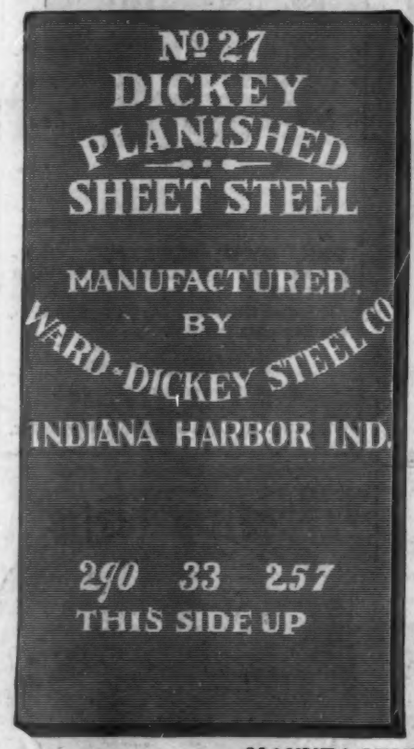


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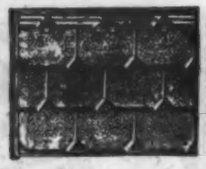

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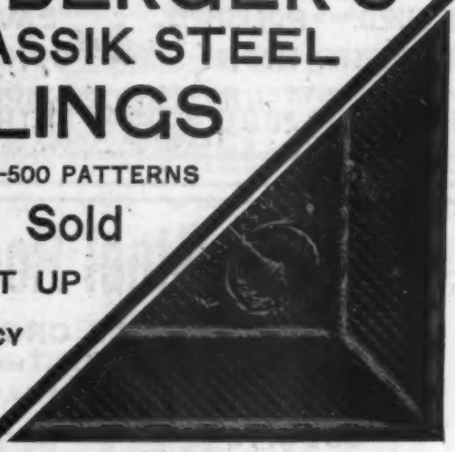

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to the Manufacturer who is not entirely satisfied with the present location of his factory. Mr. Manufacturer, if you are in that class, we would advise you to consider locating at either of two small cities in Illinois along the

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One of these places has a population of 3,000, cheap fuel, good labor conditions, and will give a bonus of $20,000.00 for a bona fide large manufacturing proposition. The other is a smaller town with equally as good manufacturing conditions, and will subscribe $25,000.00 to the capital stock of a "Good" factory. Give full data when writing. These are merely samples of many other excellent openings for factories.

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IMPROVED QUICK AND EASY RISING STEAM, ELECTRIC AND HAND POWER

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assure to dealers
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## THE PARKERSBURG IRON AND STEEL COMPANY

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Manufacturers of **SHEET IRON AND SHEET STEEL**

PARKERSBURG BLUE

ESPECIALLY ADAPTED FOR STEEL RANGES — OAK STOVES — AIR-TIGHTS — STOVE PIPES — ELBOWS — DRIP PANS, ETC. : : : : :

**PARKERSBURG BLUE**

YOUR INQUIRIES ARE COURTEOUSLY SOLICITED

Our stock of
SHEET COPPER
is larger and more complete in variety of sizes and kinds than that of any manufacturer in the country, comprising an assortment of
OVER 150 SIZES
and aggregating over
300,000 POUNDS

STAR BRAND
TRADE MARK STAR BRAND
SHEET COPPER
U. T. HUNGERFORD BRASS & COPPER COMPANY
497-505 PEARL ST. NEW YORK 37-43 PARK ST.

Our stock includes
SOFT COPPER
Cold rolled, levelled cornice copper
Cold rolled polished copper
Cold rolled copper, not polished
All stock sizes of above, either TINNED OR PLAIN, on hand in New York ready for immediate shipment

STOCK SHEET SHOWING FULL ASSORTMENT ON HAND. SENT ON REQUEST.

Gothic Design—One of the great variety of our

**Art Metal Ceilings**

We manufacture and always have on hand a large stock of

**All Kinds of Sheet Metal Goods**

for building purposes, in artistic designs and of first-class material. We furnish

ESTIMATES AND PLANS FREE OF CHARGE

Write for catalogs and price list.

**Kanneberg Roofing & Ceiling Co.**
CANTON, OHIO, U. S. A.

**Smoke in the House?**

If the Chimney does not draw well, don't condemn the stove or furnace, as the trouble may all be caused by the chimney being too small, poorly made, or incorrectly located on the house.

**Iwan's Volcano Chimney Top**

cures the faults of the chimney by creating a steady upward draft.

Order an assortment of the Iron Mountings from your jobber, and make the galvanized hood according to patterns furnished free with all iron mountings.

Sizes 6, 7, 8, 9, 10 and 12 inch. Send for further particulars.

**IWAN BROTHERS, Streator, Ill.**

Manufacturers also of Post-Hole Augers and Diggers, Sickle-Edge Hay Knives, Tile-Drain Cleaners, Tiling Spades and Wire Conductor Pipe Hangers.

**CHIMNEY TOPS**

Made of gray iron and finished a deep black. All sizes in stock; prompt shipments. *Write for catalogue.*
**American Register Co., Goshen, Ind.**

SHEET BRASS, All Tempers. BRASS and BRONZE DRILL RODS.
BRASS and COPPER WIRE. GERMAN SILVER SHEET and ROD.
BRAZED and SEAMLESS TUBING.

**Eagle Brand** Copper Rivets and Burrs
Brass Escutcheon Pins

**Brass Butts,** Desk Narrow, Broad Middle, Ball Tipped and Water Closet

Brass and Iron Jack Chain, Brass Safety Chain, Etc.
Catalogues on Application.

NEW YORK **THE PLUME & ATWOOD MFG. CO.** CHICAGO

**FACTORY LOCATIONS**

For all kinds of plants using iron and steel and other metals. The country reached by the

**SOUTHERN RAILWAY AND MOBILE & OHIO RAILROAD**

is now growing at a rapid rate. This growth is steady, substantial and based upon the great natural resources. Give us your requirements for plant location and we shall be glad to send information. Write the nearest agent.

Small Foundry in good town for sale cheap. Refer to Washington File 24,657, Chicago File 16,209.

M. V. RICHARDS,
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## Order Hangers Now

Have them shipped with your Conductor and Eaves Trough and we will allow the freight charges.

Remember, we are one of the largest manufacturers of Conductor, Eaves Trough, Elbows, Hangers, etc., in the Middle West. It will be to your advantage to place your orders with us.

BUY OF THE BIG MANUFACTURER

**F. O. SCHOEDINGER, Columbus, O.**

Dept. 2. 146—North Third Street—148

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once said it was harder to buy than to sell. He referred to the incidental inconveniences—to the delayed shipments, the poor assortments, the skin-flint weight, the careless packing, the sending of something that was never ordered in place of something that was ordered. The humorist was right.

Every dealer knows the trouble and inconvenience caused by carelessness or lack of facilities of the wholesaler. Every dealer who has sent orders to us knows that his shipments are prompt. He knows that he gets what he orders; never less, sometimes more. He knows the stuff is packed well—that it's up to snuff.

We are after *your* order We want it. We want to prove that we are "the prompt shippers."

**Garry Iron & Steel Co.**

**Cleveland, Ohio**

Conductor Pipe, Eaves Trough, Gutters, Roofing, Siding, Corrugated Iron, Tin and Terne Plates, Etc.

YOUR PROFITS on a job of metal ceiling depend upon the time occupied in the erection. If the plates do not fit, and the alignment is bad, it means your profit will be small and you will present an unsatisfactory job to your customer. Better be on the safe side and buy "Canton" Metal Ceilings, the profit sharing kind.

Our book "Art in Metal Ceilings" is yours. Write for it.

**The Canton Art Metal Co.**

CANTON, OHIO

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Trade Mark M&E Registered

"Merchant's Old Method"
"Merchant's Roofing"
"Merchant's American Old Style"
Genuine "Camaret"
Genuine "Worcester"

All made by the Palm Oil Process—Palm Oil used as a flux, not as a film, on the surface of the plate.
These plates can be relied upon as being the best for their respective grades.

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Successor to
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**FIRE PROOF. WEATHER PROOF.**
Two Kinds: Painted or Galvanized.

**Ornamental.**
**Not Expensive.**

Metal shingles are suitable for buildings of all sizes or kinds, where the pitch of the roof is one-fourth or more. They are especially desirable for Towers, Gables, Mansards, Bay Windows, Belt Courses, Siding for Cottages, etc. We use only the best quality of Terne Roofing Tin in their manufacture—and after the shingles are stamped into shape, they are either Painted or Galvanized. The cost per year of service of Metal Shingles is less than that of any other form of Fire Proof Roofing.

**Metal Shingles afford protection from nearby fires. They reduce the cost of insurance.**

MANUFACTURED BY

**WHEELING CORRUGATING CO., Wheeling, West Virginia**

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MAKERS OF HIGH GRADE OLD STYLE ROOFING TIN—QUALITY THE BEST THAT CAN BE MADE.

Large Stocks of all our Products are Carried at the Factory and in all the Warehouses.

# This Is One of the

*F. Dieckmann*

# Flat Crimp Conductor Elbows

(PATENTED)

**HEAVIEST GAUGE ELBOW ON MARKET**

Watch for another one next week. The "Dieckmann" is the only conductor elbow made of one piece of metal. I make 1,225 varieties, in all styles and angles.

# FERDINAND DIECKMANN

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TRADE MARK

ORNAMENTAL STEEL CEILINGS IN LATEST DESIGNS

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COLONIAL
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ARTISTIC
INTERIOR DECORATIONS
IN METAL

LOUIS XIV
ROMANESQUE
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MILWAUKEE, WISCONSIN, U.S.A.

U.S. INFALLIBLE METAL POLISH

Highest Award:—Chicago World's Fair, 1893; Louisiana Purchase Exposition, St. Louis, Mo., 1904.
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FOR ALL KINDS OF METALS
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CORRUGATED, PLAIN ROUND AND SQUARE CONDUCTOR PIPE, CONDUCTOR ELBOWS AND SHOES, CUT-OFFS, MITRES, DOVER WIRE HANGERS.

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DOVER NESTED STOVE PIPE AND DOVER ONE PIECE STOVE PIPE ELBOWS
QUICK SHIPMENTS, PERFECT PACKING, PERFECT GOODS, RIGHT PRICES.
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ALL STYLES of CORRUGATED ROOFINGS and SIDINGS
Black and Galvanized Sheet Iron or Steel
Send Us All Your Inquiries
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THE NILES CORRUGATING CO.
NILES, OHIO
Our Specialty
INSTANT SHIPMENTS
We Have Our Own
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PLECKER'S CORRUGATED EXPANDING CONDUCTORS
Made of Galvanized Iron in Ten-Foot Lengths without a Cross Seam. Will not burst when full of ice.

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## Northrop Steel Ceilings and Walls

are not only the *finest made* at any price, but they are also the *best known* line because *the most extensively advertised* line.

Our big Magazine Advertising Campaign reaches *over three million readers* every month—and inquiries are always referred to the nearest Dealer.

We also help each Dealer *personally and individually*, as no other Manufacturer does.

Write for Catalog and Price List and our Booklet "How We Help the Dealer," which explains in detail, the big profit in selling this line of goods either as a special Department or as a side line, and *how we help* the Dealer sell.

**Northrop, Coburn & Dodge Co.**
**31 Cherry Street, N. Y.**

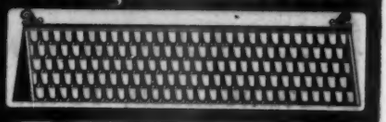
Write for Prices on

# ROOFING SLATE

**THE AULD & CONGER CO.**
Manufacturers and Dealers
CLEVELAND, O.

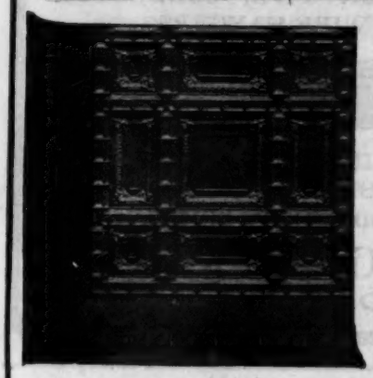
# WALTERS'

## Shingles that last



Made from Galvanized Tin and Painted Tin
STORM, RUST AND FIRE PROOF
Do you want to increase your business? THIS IS YOUR OPPORTUNITY. Write for catalogue, samples and prices.
*National Sheet Metal Roofing Co.,*
JERSEY CITY, N. J.

# THE EDWARDS METAL CEILINGS



**Metal Shingles**
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**Cornice**
**Skylights**
**Roof Gutters**
**Corrugated Iron and Steel Roofing**
**Steel Imitation Brick and Stone Siding**

Write for Metal Ceiling Catalog "J," and special proposition to agents.

Everything in Sheet Metal Building Material illustrated and described in our large 132-page Catalog "R," sent free upon request.

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"The Sheet Metal Folks"
**Office and Works: 300-316 Eggleston Ave., Cincinnati, O.**
Manufacturers of the most extensive line of Sheet Metal Building Material in the World.

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# "BIG FOUR ROUTE"

passes through an interesting Country every mile of the way

**CHICAGO TO**
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**LOUISVILLE**
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# GEROCK BROS. MFG. CO.

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**Detail Work a Specialty** **Ask for Catalogue**

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# SLATE BLACKBOARDS

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Quarries: PENNSYLVANIA AND VERMONT

Prices quoted delivered anywhere. Booklet and complete Price List on application. Wire inquiries given quick attention

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The blades are made of best spring steel, the shank of the best air furnace malleable iron. Hardwood, well polished, forms the handle. Our household cleavers are a necessary line in every hardware store. They sell easily and they pay well. We make a large assortment of Builders' Hardware and have the largest and best equipped hinge factory in the world.

Bricklayers' Trowel

**Hinges, Butts, Shelf Brackets Door Bolts**

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**GRIFFIN MFG. CO., :: Erie, Pa.**

## THE IMPROVED ONE-PIECE MITER

This miter is made absolutely correct, true to shape, size, and bead, and the easiest connecting slip joint. Will save your time and temper. In case your supply house cannot furnish them, send your order direct to the

**J. E. WHITACRE MANUFACTURING COMPANY**

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**Manufacturers of Sheet Metal Specialties**

**FREE** to anyone for asking **CATALOGUE** showing complete line of **TINNERS' AND ROOFERS' SUPPLIES.**

Large stock, great variety, prompt shipments. Get our prices.

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## Yale Locks

The need of locks may not be a credit to civilization but a Yale lock is a credit to him who uses it and to him *who sells it.*

The genuine Yale lock always has the trade mark

**YALE**

on the cylinder as shown above. That name is a guarantee of quality in material and workmanship as well as of the latest ideas in lock construction.

Hardware dealers should write for our No. 18 Catalog which lists our more active goods.

**Yale & Towne Mfg. Co.**

**9 Murray St., New York**

**Chicago Office: 90 Lake Street**

# GAS WELDING APPARATUS

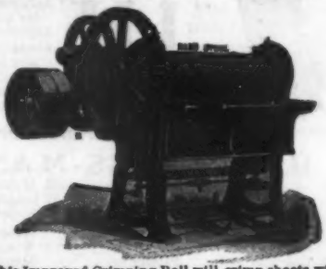
**Specially Adapted for**

**SHEET METAL WORK**

**The Vollkommer-Reich Company**

**Empire Building** **PITTSBURG, PA.**

## CRIMPING ROLL



This Improved Crimping Roll will crimp sheets without buckling them. We build a complete line of Shears, Punches and Bending Rolls, all sizes for hand or power drive. BERTSCH & CO., Cambridge City, Ind.

Superior Large Burr

# TOOLS FOR SHEET METALS

INCLUDING

Tinners' and Roofers' Tools,
Shears, Punches, Presses and
Dies, Can-Making Machinery

MADE BY

**NIAGARA MACHINE & TOOL WORKS, Buffalo, N. Y.**

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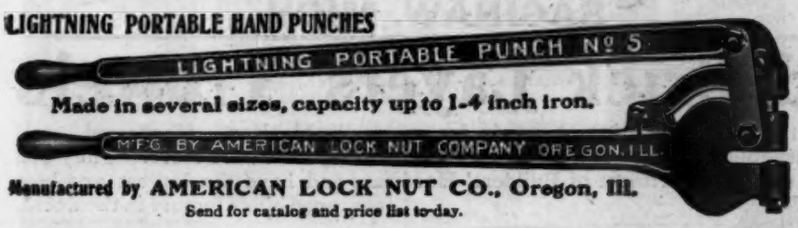
**LIGHTNING PORTABLE HAND PUNCHES**




**Made in several sizes, capacity up to 1-4 inch iron.**

**Manufactured by AMERICAN LOCK NUT CO., Oregon, Ill.**

Send for catalog and price list to-day.

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# U. S. CLOTHES PINS

never rust, smut, split, or blow off the line.

**Any special clips made to order.**

**U. S. CLOTHES PIN COMPANY,**
**MONTPELIER, VT., U. S. A.**

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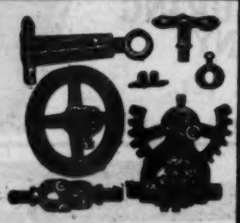
**H. WEISS & CO.**
20 CLIFF STREET, NEW YORK.

**SKYLIGHT GEARING AND CHAIN LIFTS**

TINSMITHS' & PLUMBERS' TOOLS.
CORNICE MAKERS' TOOLS.
COPPERSMITHS' TOOLS.
PIPE THREADING MACHINES.

SECOND-HAND GOODS BOUGHT, SOLD AND EXCHANGED.



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## for Progressive Dealers

If you do not handle "J-M" Asbestos Products, you are overlooking a profitable proposition. These Products are recognized as Standard, and sell readily at a liberal margin of profit.

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Asbestos and Magnesia Pipe Coverings for all conditions.
Asbestos Packings for all purposes.
Asbestos Roofings for any style roof on any building.
Asbestos and Magnesia Cements—Sheets and Blocks.
Asbestos Stove and Furnace Cements.

*Write Nearest Branch for Full Particulars*

**H. W. JOHNS-MANVILLE CO.**

Manufacturers of Asbestos and Magnesia Products, Asbestos Roofings, Packings, Electrical Insulating Materials, "Noark" Fuse Devices, Electric Railway Supplies, Etc.

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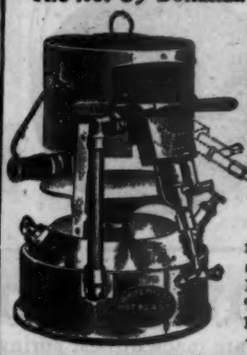
**Hottest On Earth.**
**The No. 39 Bonanza Furnace**



That is what we give you when buying a No. 39 Furnace for all around work. The tank is made of seamless drawn brass. We make many styles of Furnaces and Torches for kerosene as well as gasoline. Our catalog will give you full particulars. Order through any jobber, or send us $4.50; we will ship direct.

**THE TURNER BRASS WORKS,**
**26 No. Franklin Street, - Chicago**

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# Look to Your Torch Supply

Every up-to-date; wide-awake dealer know that **Johnny-on-the-Spot means money in the pocket!** Time is coming when **"freeze-ups"** will be common. That means quick work. The profits on a single day at that time means much. The No. 31 is the best plain quart touch ever made. It produces a pure blue flame that is **intensely hot and isn't affected by cold or windy weather.**

**No. 31 Torch—$3.25 Net**

Jobbers sell at factory price, or we will ship direct if cash accompanies the order. Your money back if you are not pleased.

**Clayton & Lambert Mfg. Co.**
**Detroit, Mich., U. S. A.**

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**ASK YOUR DEALER FOR THE**

*Sim*

# Soldering Furnace

**AND YOU WILL MAKE NO MISTAKE**

Always Ready—No Smoke—No Odor—No Noise—Unexcelled—Unequaled—Unrivaled—Safe—Sure—Durable.

GALVANIZED IRON, BRASS OR COPPER RESERVOIR.
Equipped with Cylindrical Slotted Burner.

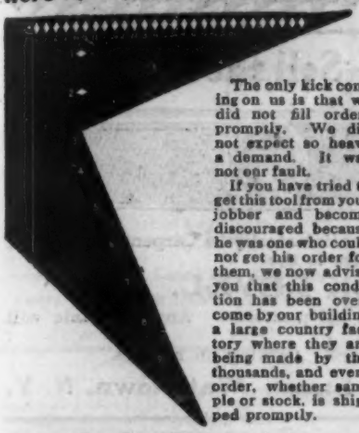
MADE ONLY BY

**BURGESS SOLDERING FURNACE CO.**
**COLUMBUS, OHIO, U. S. A.**

## The NEW Universal Square

Is proving itself sure to become the Standard Tool of its kind.

**MADE IN THREE SIZES:**
**No. 6-6" No. 10-10" No. 13-13"**



The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you have tried to get this tool from your jobber and become discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order, whether sample or stock, is shipped promptly.

So, Try, Try Again!

**DUBY & SHINN MFG. CO., Inc.**
Branchport Station.
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**VITREOUS ENAMELING**
TECHNOLOGIST

Designs, builds and starts new plants. Improves quality and reduces the costs in those already established.

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**STANDARD HORSE NAIL CO.**
**NEW BRIGHTON, PA., U.S.A.**
MANUFACTURE
**A Full Line of Horse Nails**
Send for Catalogue, Prices & Samples.

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## Skylight Lift

A new device whereby a skylight can be raised or lowered as easily as a weighted window. Constructed of steel and malleable iron; has a movable slide-holder to adjust itself, and can be opened to any distance desired. Always locks automatically, open or shut. Can be applied to either hipped or flat skylights easily and quickly.

SEND FOR PAMPHLET

**G. Bickelhaupt Skylight W'ks**
243-245 West 47th St., NEW YORK.
Trade "G. B." Mark.

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Try Square No. 5—6-inch 8-inch and 10-inch. Note the Gauge edge.

## Fox's N. P. All Steel Tools

**"CHALLENGE" BRAND.**
CARRIED BY ALL JOBBERS.
Popular priced but accurate.

No. 3 Try and Miter Square, 10 inches only.

On this line— No. 2 Miter Square 4½-in., 6-in., 8-in.

"CHALLENGE" STANDS FOR QUALITY

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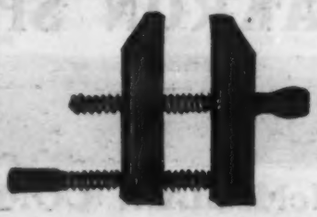
## The Hand Screw with the Saw-Cut Thread



**The Best That Money Can Buy.**

Our Hand Screws are the result of 15 years' experience in making Cabinet Maker Clamps, Etc. We make a complete line of Cabinet Clamps, Cabinet and Manual Training Benches and Factory Trucks.

**Write for Catalog.**

**GRAND RAPIDS HAND SCREW CO.**
160 South Ionia Street, GRAND RAPIDS, MICH.

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**ORDER NOW! CHRISTMAS IS COMING!**

SIZE 2 in. SIZE 3 in.

## CROWN TREE HOLDERS

**Have Stood the Test of Practical Use 25 Years**

STRONGLY MADE! EASILY ADJUSTED! SAVES YOUR TEMPER! PREVENTS ACCIDENTS AND LASTS THE LONGEST!

**"LIGHTNING" TOY FREEZERS**

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## "YANKEE" TOOL SET No. 100

The box is very substantially made of oak, handsomely finished, contains one each of the following "Yankee" Tools:

No. 30 Spiral Ratchet Screw Driver; Chuck, with Drill Points, eight sizes, to use for drilling holes with the No. 30 Spiral Ratchet Screw Driver; Countersink to use in the same tool; No. 11 Ratchet Screw Driver, with blade 6 inches long; No. 15 Ratchet Screw Driver, with finger turn on blade, with blade 3 inches long.

These are the styles and sizes of "Yankee" Tools most in demand, and the combination in a set covers all the usual requirements in tools for driving and drawing out screws.

**NORTH BROS. MFG. CO., Philadelphia, Pa.**

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**CHAS. SKIDD, Kenosha, Wis., writes:**

"Please discontinue my ad for a tinner. I have had applications from the Atlantic to the Pacific, and also received a good man through your valuable paper."

Goodell-Pratt Company
GREENFIELD, MASS., U. S. A.
Catalogue Free
HACK SAWS
FAMOUS FOR TEMPER AND CUT
HAND AND MACHINE BLADES OF ALL STANDARD LENGTHS AND WEIGHTS.

PULLMAN
SASH BALANCES

Are you selling them?
IN USE EVERY-WHERE
Send us your orders
PULLMAN MFG. COMPANY
ROCHESTER, N. Y., U. S. A.

When you sell Levels—Sell the right kind

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Machinists, and all who use Levels or Plumbs, is the
DAVIS & COOK LEVEL.
The different Level—with the bulb seen in all positions. Any mechanic will buy when he examines. Put in stock.
For sale by all the leading jobbers. Catalog on request.
DAVIS & COOK, 23 High Street, Watertown, N. Y.

THE ECLIPSE AKRON SPIRIT LEVEL

Sent to all dealers on approval. Write for our new illustrated catalogue and prices.
Manufactured by THE BAKER-McMILLEN COMPANY, Akron, Ohio

Stanley Rule and Level Co.
IMPROVED CARPENTERS' TOOLS
Sold by All Hardware Dealers. NEW BRITAIN, CONN.

EVERY GOOD COOK WILL SEE THE MERITS OF THIS TURNER

No. 50

The grease passes through it instantly and leaves the food light and tempting. Easily cleaned. Made entirely of steel. A firm, cool grip. Will last a life time. Costs no more than a poor one. Our catalog contains some 400 good things, and can be had for the asking. Risk a postal card on it anyway.

ARCADE MFG. CO., Freeport, Ill. DEPARTMENT OF DOMESTIC ECONOMY.

H. A. Goold, Hiawatha, Kans., writes April 5, 1904: "You may discontinue my ad, as I have had so many answers that I was surprised. Your paper is well worth the subscription price, and I cannot see how any tinner wants to get along without it."

## "UNIVERSAL" SCREEN DOOR CATCH

Made entirely of Stamped Wrought Steel

**EASILY PUT ON**

requiring no mortising or cutting for either lock or striker.

**SOLD BY LEADING JOBBERS**

Manufactured only by

**THE PECK, STOW & WILCOX CO.**

**Cleveland, Ohio, U. S. A.**

If your Jobber cannot supply, write us, for list of near by jobbers having stock on hand.

**Lowest Priced Locking Screen Door Catch on the Market.**

Holds door firmly shut when closed. Pushing door releases catch. Locks from inside.

A POINTED TALE

## Divine's Genuine Red Devil Water Motor

**Is Guaranteed to**

**Wash Bottles** — **Run Cooling Fan**
**Polish Silverware** — **Sharpen Cutlery**
**Run Sewing Machines** — **Run Coffee Mill**
**And Many Other Uses**

It is the most useful article in the world. Guaranteed to be better in every way than any other Faucet Water Motor, and that it will accomplish the duties for which it is intended.

PRICE:—Including Emery, Polishing and Pulley Wheels, Faucet Connection and Cake Silver Polish, $4.00; or $3.50 and this "Ad" will get one motor complete. Bottle Washing Attachment, $0.50. Write for free booklet and trade discounts.

**Divine Water Motor Co., 108-110 Duane St., New York**

Our References: R. G. Dun, Bradstreet and the Oriental National Bank of New York City

## MANUFACTURERS

Contemplating establishing plants in the West should take advantage of a location on

THE NORTH-WESTERN LINE

C. & N. W. R.

**Chicago & North-Western Ry.**

WHICH REACHES THE FAMOUS

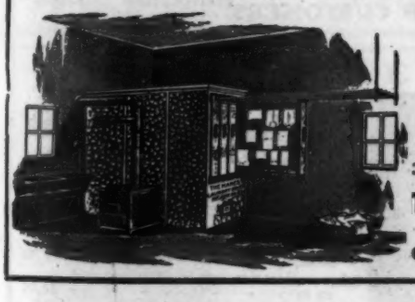
**Water Powers, Coal Fields, Iron Ore Ranges, Hard & Soft Lumber Districts**

of the West and Northwest, and affords the best means of transportation to the markets of the world. For further particulars apply to

**MARVIN HUGHITT, Jr.** — Freight Traffic Mgr.
**E. D. BRIGHAM,** — Gen. Freight Agt.

**CHICAGO.**

## The "Manest" Family Clothes Dryer



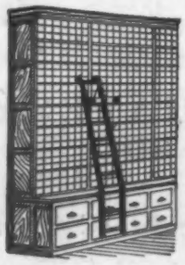
A Laundry Stove and Drying Cabinet Combined.

One fire boils the clothes, dries the clothes and heats the irons. Good profits to agents.

**THE MANNEN & ESTERLY COMPANY**

Successors to MANNEN & ESTERLY

**CLEVELAND, OHIO**



## Milbradt's Rolling Shelf Ladders

Are made to fit all kinds of high shelvings, and are guaranteed to be satisfactory in every respect

HIGHEST AWARD St. Louis World's Fair

Send for Catalog and Prices

**JOHN CALANDER**

229-31-33 Jackson St. (Cor. 13th St.)

**ST. PAUL, Minn.**

## The Ideal Epworth Acetylene Co.

INCORPORATED

Write for Circulars and Terms

**The Ideal Epworth Acetylene Generators**

are **Ideal** in construction, **Ideal** in light producing power, **Ideal** in giving out steady light, **Ideal** in selling qualities, **Ideal** in lighting **Dwellings, Stores, Hotels, Churches** and **Towns. Acetylene Light** is the safest, best, cheapest, brightest, finest light in the world, when produced in the **IDEAL EPWORTH GENERATORS.**

**Satisfaction Guaranteed.** Agents wanted. (Successors to Epworth Gas, Light & Heating Co.) **WATERLOO, IA**

INTERCHANGEABLE

**LOCK-CORNER SHELF BOXES**

For the Hardware Trade.

**THE A. H. GREEN CO.,**

97-101 Warren St., NEW YORK.


CUT THIS OUT

*To the Publishers*

**The American Artisan and Hardware Record**

**69 Dearborn Street, CHICAGO**

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

Name .....

Address .....

Town ..... State .....

STEWART IRON FENCE

AGENTS WANTED

Write for CATALOGUE No. 23 To-day.

THE STEWART IRON WORKS COMPANY
CINCINNATI, OHIO, U.S.A.
"The World's Greatest Iron Fence Works"

MAKE MORE MONEY

Rural Routes are going in all around you. You can get this business with the SIGNAL MAIL BOX

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the easiest sold and the best advertised.

SIGNAL MAIL BOX CO.
106 Benton St., Joliet, Illinois

Blick No. 3 The Best Box
FOR RURAL FREE DELIVERY
$5.88 Per Dozen

BE JUST WITH CUSTOMERS

Sell them Blick No. 3 boxes. They are big ones, 6½x8½x19 inches. Made of heavy galvanized steel. Painted green, the new Government color. Same shape and color as city boxes. Have Positive-Locking Flag Signal, Automatic Latch, Water-Tight Quality. Every box tested, every box right, every box warranted. They will get the business. You better get them. Order now.

$5.88 per Doz.

BLICK-WILLIAMS CO.
INDIANAPOLIS, IND.

YALE
Russia finish, pat. lock
STOVE PIPE.

It is made of a very high grade of uniform color Blue Polished Steel, and is coated to prevent rusting. Made in all sizes.

Packed twenty-five and fifty joints to crate. For sale by the jobbing Hardware Trade throughout the United States.

MFD. BY
HEMP & CO.
2nd & Chouteau Ave.
ST. LOUIS.

In the event your jobber does not handle this pipe send your inquiries to us.

No Dust, No Dirt

Pleases everybody

Quick Seller

Order at once to insure prompt delivery.

Send for prices.

HILL DRYER CO.
Worcester, Mass., U. S. A.

THE SHAVEZY GUARD

May be adjusted to any blade,
Instantly changed from right to left.
Is the best and a Cheap Guard.

*Get my prices, which are right.*

L. T. WEISS, Sole Manufacturer
288-290 Taaffe Place, BROOKLYN, N.Y.

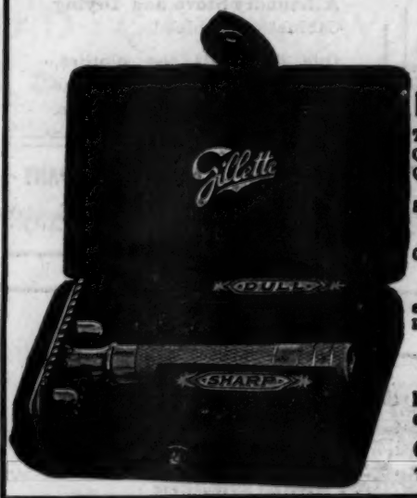
Gillette Safety Razor

NO HONING
NO STROPPING

Fine, flexible, wafer steel that shaves 20 to 40 quick and comfortable shaves from each blade.

A MOST WONDERFUL SELLER. PLEASES EVERY PATRON. BRINGS NEW CUSTOMERS.

Nearly 1 Million first 30 months. Men Pay $5 cheerfully.




12 Blades 24 Keen Edges

| | |
|---|---|
| Triple silver-plated set with 12 blades, | $5.00 |
| Quadruple gold-plated set with 12 blades, | 10.00 |
| Quadruple gold-plated set with 12 blades and monogram, | 12.00 |
| Standard combination set with shaving brush and soap in triple silver-plated holders, | 7.50 |
| Other combination sets in silver and gold up to | 50.00 |

Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

No Blades Exchanged or Resharpened

We supply our dealers liberally with signs, booklets and hangers. Write for our uniform discounts and facts.

GILLETTE SALES COMPANY
TIMES BLDG., NEW YORK CITY

HOTCHKISS CLIPPERS

Standard Quality and Workmanship Guaranteed.
Prompt Shipment.
Prices Right.

Simple in Design.
Elegant in Finish.

No. 350 B. B.

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS,
IRANISTAN AVE., BRIDGEPORT, CONN.

LIGHTNING RODS ARE A PROTECTION

when you use our

Pure Copper Cable

If it wasn't why do we give a $500.00 guarantee. We have got the best and heaviest Cable and Fixtures on the market, and our prices are far below any other firm now making an inferior cable. There is money in the business for you.

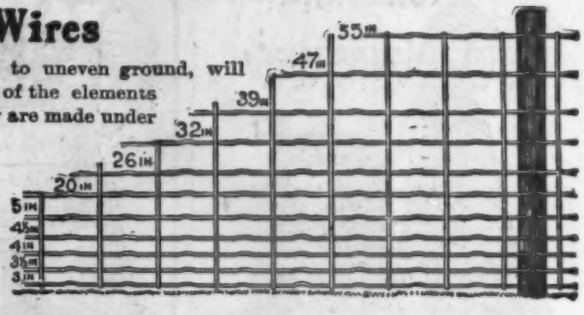
We want an agency in every county, send for catalog and prices to

MAHER & SON, Preston, Ia.

The firm that cut down the price of Lightning Rods.

# "Pittsburgh Perfect" Fences

## All Galvanized Steel Wires




Are durable, strong and adjustable. They can be adjusted to uneven ground, will curb in the strongest beast and will withstand the attacks of the elements longer and surer than any other fence on the market. They are made under the same favorable conditions and as carefully as all the

**"Pittsburgh Perfect" Brands**

of Wire Rods, Annealed, Bright and Galvanized Smooth Wire, Barb Wire, Twisted Cable Wire, Fence Staples, Wire Nails, Steel Hoops, Bands and Cotton Ties. Dealers can sell goods readily which are MANUFACTURED BY

## The Pittsburgh Steel Co., Pittsburgh, Pa.

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## SIX STANDARD PRODUCTS

USED BY ALL THE LEADING STOVE AND RANGE MANUFACTURERS:

W. Dewees Wood Company's Patent Planished Iron.
Wood's Cleaned Refined Smooth Finish.
Hammered Polished Steel.
Wood's Oak Stove Body.
Wellsville Polished
Range Steel.

MANUFACTURED BY

**AMERICAN SHEET & TIN PLATE COMPANY**

FRICK BUILDING PITTSBURGH, PA.

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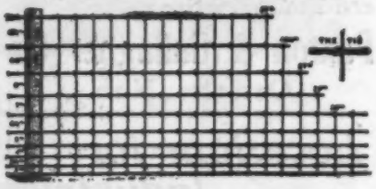
## The Fence That Suits



**Your Customer**

is the one for you to handle

## Woven Field Fencing

Both Single and Double Strand.

JUMBO POULTRY turns everything.
Lighter Poultry for less money of Various Weights.

Lawn and Cemetery Fence, Barb Wire, etc.

SEND FOR CATALOGUE.

**THE DENNING WIRE & FENCE CO.**

CEDAR RAPIDS, IOWA

---

LITTLE GEM

# Christmas Tree Holder

A novelty for every home and thousands will be sold.

By far the **Best Xmas Tree Holder** on the market.

**None so Practical**
**None so Handy**
**None so Durable**
**None so Cheap**
**Retails at 50c**

Made entirely of wrought steel, finished in green enamel; adjustable to any size tree from 1½ inch up; tree held firmly in place without danger of tipping; each holder folds compactly; no loose parts, 16 in. in diameter, 6 in. high.

Price to dealers, $4.25 per dozen, f.o.b. factory. It is none too late to order now for we make prompt shipments. These will sell over any counter in the country "Just before Christmas."

Weight 20 lbs. to dozen crated.
Sold by leading jobbers or

**C. A. Peck Hardware & Mfg. Co.**
BERLIN, WIS.

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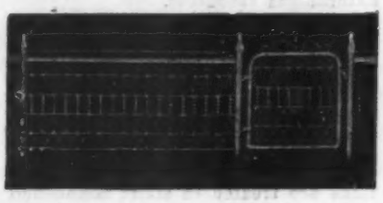

This is a pretty residence fence.

We have others more suitable for cemeteries.

We can supply your fence wants.

We manufacture field fence, also wire gates.

**CYCLONE FENCE COMPANY**
WAUKEGAN, ILL.
CLEVELAND OHIO

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The Fulton Hardware Co., Portland, Ind., write:

"Please discontinue our want ads for tinner and plumber, as we have received more replies than we can take care of at present."

**Hardware Merchant**—only a few towns left where we have no agent. If in Nebraska, So. Dakota, Western Iowa or Northern Kansas, write us.

**Paxton & Gallagher Co.**
**Omaha, Neb.**

## *Locations for Industries*

ON

**THE ERIE, THE COMMERCIAL RAILROAD**

*Chicago to New York*

The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, can advise with manufacturers of specific products as to suitable locations, and furnish them with current information of a comprehensive nature dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America. Every section of the System has its particular merits. Profitable locations exist. It has great general and coal, oil and natural gas resources.

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between New York and Chicago.

Manufacturers' inquiries as to locations are treated in strict confidence, and absolutely reliable information, so as to promote permanent traffic, is furnished. Address

**LUIS JACKSON**
Industrial Commissioner
Erie Railroad Company.
11 Broadway, New York.

## *The* MAJESTIC WASHING MACHINE

Roller bearings. Large fly wheel. Lightest running Washer on the market. People are writing us daily to know where they can buy the Majestic. It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the **Majestic** is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

We are shipping out 2500 Majestics each week. Write us for catalogue and prices.

**Richmond Cedar Works**
Manufacturers of Wooden Ware
**Richmond, Virginia.**

## IT'S SO EASY

The established superiority of the

**Schroeder Washer**

above all others makes it a ready and profitable seller. No kick or complaints come from the user of a

**Schroeder Washing Machine**

and the selling of them is an easy matter. All are made of the best material, are exceptionally easy running, and every detail is handsomely finished.
Write your Jobber or us for prices.

**BENBOW-BRAMMER MFG. CO.**
ST. LOUIS, MO.
The Pioneer Washing Machine Manufacturers

THE

## WHITE LILY

SELLS AND STAYS SOLD

There are more WHITE LILY WASHERS SOLD than of any other make of WASHING MACHINE.

DO YOU WANT A GOOD SELLER
Write Today

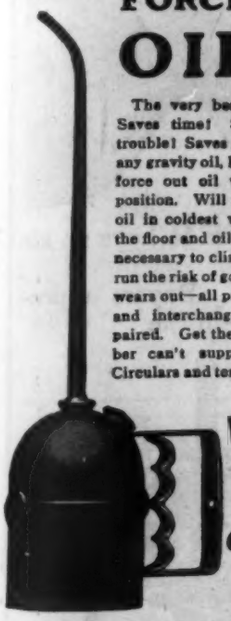
**WHITE LILY WASHER CO.,** TOLEDO, OHIO
DAVENPORT, IOWA

## Eagle Mop Wringers and Ohio Detachable Mop Heads and Handles

Meet every service demanded of them. WHY?
Because they are built upon the correct principles. They have been hailed with delight by users, and the universal verdict is, I WANT NO OTHER. Ask your jobber or write us direct. A catalogue for the asking.

**Eagle Cooperage Works,** Sole Mfrs., Circleville, O.

## The WILKINSON FORCE-FEED OILER



The very best money can buy. Saves time! Saves oil! Saves trouble! Saves money! Forces out any gravity oil, light or heavy. Will force out oil when held in any position. Will force out heaviest oil in coldest weather. Stand on the floor and oil your shafting—not necessary to climb up a ladder and run the risk of getting killed. Never wears out—all parts are accessible and interchangeable; easily repaired. Get the best. If your jobber can't supply you write us Circulars and terms on application.

**WILKINSON MFG. CO.**
**69 Wall Street**
**NEW YORK**

The top of a steel keg of

**IRONCLAD WHITE LEAD**

is good; the middle is good, and clear down to the last atom in the steel keg it is good. It is all good and the tight steel package keeps it good. Ask us.

**ENTERPRISE PAINT MFG. CO., Van Buren and Peoria Sts., Chicago, Ill.**

## The SPIDER

that will not scorch or burn even the most delicate dainty sauce or gravy. Will not absorb grease or flavor. Does not get smeary, dirty, unsanitary. Always clean, sweet, hygienic. Never warps.

**"NEVER-BREAK"**

*Name always stamped on the handle.*

*You should have our complete catalogue.*

**The AVERY STAMPING CO.**
**Cleveland, Ohio.**
*EXCLUSIVE MANUFACTURERS.*

## SPERRY'S STEAM KETTLES

Made from very thick metal, without Stay Bolts, joint packed in such a manner as to never need repacking. A little higher priced than some, but they are safe and tight.

**D. R. SPERRY & CO.** HOLLOW-WARE FOUNDERS **Batavia, Ill.**

## SO EASY TO SELL

Because it's so easy to operate, has plenty of speed and so very simple.

None other does the work with better results.

Therefore every time you

**Think** OF WASHERS OF WAVERLYS

Does the work in half the time.

It will pay you to know more about it. Write for agency.

**Waverly Woodenware Works, St. Joseph, Mo.**

Amery, Wis., Nov. 12, 1906
THE AMERICAN ARTISAN,
Chicago.

Dear Sirs: Kindly discontinue our advertisement in your paper announcing our shop and tools for rent, as WE HAVE HAD MORE APPLICATIONS THAN WE CAN ANSWER.

(Signed)
Hay Bros. Hardware Co.

Ask Your Jobber for Our Goods

**The "New Standard" Flour Sifter**

This is the sifter which has received such favorable commends. Include a few in your next order from your jobber, or send to us. Descriptive circulars on request.

**ROSELAND CAN & SPECIALTY CO.**
**ROCKFORD - - ILLINOIS**

# NO AIR

Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

## ENTERPRISE

### SAUSAGE STUFFER, LARD AND FRUIT PRESS

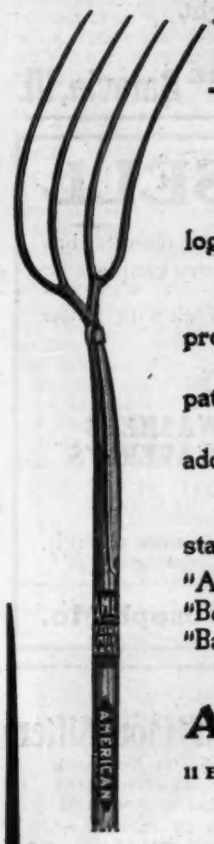
**NOW** is the time to push these goods for the fall trade.

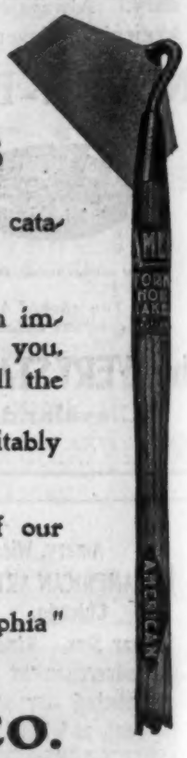
Ask for electros for advertising, and advertising printed matter.

**The Enterprise Mfg. Co.**
**OF PA.**
**Philadelphia, U. S. A.**

New York Branch, 10 Warren St.
San Francisco Branch, 318 Market St.

# You May Be Losing Sales





We want to present you with a copy of our large illustrated catalog, if you haven't one, Mr. Dealer.

It shows hundreds of *good selling hand-tools.*

*More* tools and *better* tools are rapidly coming into use, with improved methods of agriculture. This means more business for you.

You may be *losing sales* every day because you *have not* all the patterns of tools your trade *requires.*

Find out from our catalog what other tools you can profitably add to your line. *Write for it today.*

* * *

Remember it is greatly to your advantage to sell one of our standard brands:

| | | | |
|---|---|---|---|
| "Ashtabula" | "Ely" | "Harriman" | "Otsego" |
| "Bolles" | "Ft. Madison" | "Jackson" | "Philadelphia" |
| "Batcheller" | "Geneva" | "Memphis" | "Utica" |

**SOLD BY LEADING HARDWARE JOBBERS.**

## AMERICAN FORK & HOE CO.

Export Office
11 Broadway, New York

**Cleveland, Ohio, U. S. A.**

# TRIUMPH

## In Boiler-Making

Quality, Construction and Finish are the distinguishing features of

## Reed's Monarch Hand-made Wash-Boiler

Four grades—1X, 2X, 3X, 4X, 5A tissue lined charcoal plate with 14, 16, 18 and 20-oz. full weight copper bottoms, full line tin bottom and metallic bottom boilers, also four grades all copper boilers.

Monarch boilers all wired with 5-16 hard market steel wire drop forged, which makes the boiler strong enough to withstand a pressure of 300 lbs. without deflecting 1-16 of an inch. *See Cut.*

Furnished with Reed's new, seamless pressed cover, with 1-inch rim; cover and rim made of one piece; patent cold stationary handle, riveted on top of cover. Fits like a glove—is strong and durable.

Catalogue and price list mailed free on application. A comparison of prices will warrant your patronage, as we are in a position to furnish the best boiler for the least money made in America.

## Reed Manufacturing Co., Newark, N. Y.

**Branch Offices:** 225 West 12th Street, CHICAGO
55 Atlas Bank Bldg., CINCINNATI

DEC 10 1906




# The LISK Sanitary

## Self-Basting Enamel Roaster

**Is the most wonderful cooking utensil and the best and most profitable seller ever placed upon the market.**

**¶ An extensive advertising campaign, embracing the use of all the best magazines read by over five million people, has awakened a wide public interest in the roaster.**

**¶ It is a guaranteed money-maker and labor saver.**

**¶ Seamless, sanitary, self-basting.**

**¶ It is manufactured in four sizes from Lisk's celebrated Imperial gray enamel steel ware and is unconditionally guaranteed.**

**¶ If you do not handle it, send for booklet and prices.**

## THE LISK MFG. CO., Ltd

**Canandaigua, N. Y.**

# DO YOU KNOW Pierce's Patent Commode Pail

COMMODE PAIL

is the only one having a latest improved closet seat which need not be removed when cleansing. Seat is on outside of body with braces riveted to side of pail. Made of galvanized iron painted and decorated in assorted colors or finished in white enamel. Packed one fourth dozen per crate.

Get a trial order from your jobber and we assure you, that you will buy none other. If you do not find them better than any made to-day, you may return them to us and we will pay your bill.

FOR SALE by the jobbing trade only.

## PIERCE & LAUX

Manufacturers of Hardware Specialties Sell to Jobbers Only

BURLINGTON -:- -:- -:- IOWA

*Quality Tells*

When Henry Disston was asked the question: "WHAT DO YOU PUT IN YOUR SAWS?"
He replied: "GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT

## DISSTON QUALITY

If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it.

ESTABLISHED 1840 **HENRY DISSTON & SONS, Inc.** PHILADELPHIA PA.

# STEVENS

SPECIAL TWIST AND DAMASCUS FINISHED BARRELS ARE EXCLUSIVELY STEVENS AMERICAN PRODUCTIONS

SHOWING TWIST FINISH.

Ask your jobber for these well-known guns. Insist on our make.

Send for descriptive matter.

This Finish enhances the attractiveness of appearance—renders guns more pleasing to the eye—makes them "look good" and MOVE READILY. Stevens Special Twist and Damascus Finished Barrels mean

INCREASED SALES GREATER POPULARITY SHOWIER FIREARMS

Additional cost is but nominal—the difference—immense! **The Nos. 90 and 95—93 and 97 Single Barrel Shotguns can be Supplied with the Stevens Special Finish.**

## J. STEVENS ARMS AND TOOL COMPANY

460 MAIN STREET

CHICOPEE FALLS, MASS.

# Good Roofing Tin

That is **really good** sold at prices that enable you to **save** something—sometimes considerable—on your orders. It **will pay you** to write for sample and prices

## The McClure Co.

**Pittsburgh** **Philadelphia**

---

## NOTICE!

We have exceptional facilities for handling American products: Hardware, Sanitary. Heating and Ventilating Goods. Branches in England and Continent. References furnished. Address

**EXHIBIT & TRADING CO., Main Office, 72 Henry St., Liverpool, England**

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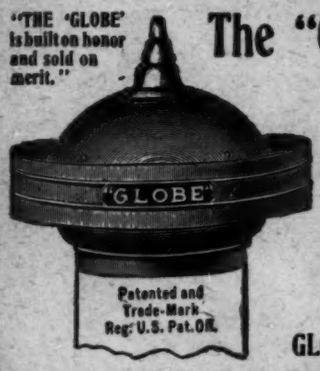
"THE 'GLOBE' is built on honor and sold on merit."




## The "GLOBE" Ventilator

in COPPER, GALVANIZED IRON and with Glass Tops for Sky-light purposes.

**Absolutely Storm Proof.**

**For Perfectly Ventilating Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.**

**SMOKY CHIMNEYS CURED**

**"GLOBE VENTILATED RIDGING"**

Send for Pamphlet.

Manufactured by

**GLOBE VENTILATOR CO., Troy, N. Y.**

---

## The ECLIPSE Nested Stove Pipe Thimble

**BEST ON THE MARKET**

PATENT PENDING

Saves 80 per cent. of room.
Is stronger than a hand made riveted thimble.
Is always ready to hook together.
Is made so that the lug passes through two slots and then tied.
The lug is always on top; therefore the **LUG** is not an objection to the entering stove pipe.
It is always kept nice and clean in a box; therefore no unsightly, rusty looking thimbles to adorn the stores. Galvanized iron; 5, 6 and 7 inch.

**STUBER & KUCK,** Manufacturers of Pieced Tinware and all Styles Flour Sifters. **Peoria, Ill.**

**Watch for our next advt.**

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